FREIGHT TRAFFIC ISSUE

Piggyback—
Alaska Style

August 31, 1959

RAILWAY AGE *weekly*

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The Right To Grow

...Why RRs want to diversify

...p. 21

New Wood-Chip Cars "Serve the South"

...p. 18

60 cents A Simmons-Boardman TIME-SAVER Publication

Nalco "MOLY" Dry Flange Lubricant in New, Tough Form

High Impact Strength, Resilience Add Life; Make Handling Easier

Changes in form and processing make a good thing even better for extending locomotive wheel life with Nalco "Moly" Dry Lubricant. A new paper wrap is bonded to the molybdenum lubricant, which is now catalytically-processed for added strength and resilience. The sticks are also foil-wrapped, and the whole protective package keeps on protecting as the stick is used.

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Dry, specially-processed Nalco molybdenum disulfide stick puts a thin film of lubricant on wheel flanges which is capable of withstanding tremendous temperatures and pressures without breakdown or loss of lubricating properties. Being dry, it does not pick up dust and grit that form abrasive compounds, *nor will it rub off*. Applied to locomotive wheel flanges from Nalco holders mounted permanently on the truck frame, each stick lubricates a single wheel at the flange—keeps lubricant off the tread.

"Moly" Sticks are packaged to provide excellent protection in storage and handling. Each stick is surrounded by resilient vermiculite in a sturdy corrugated paper box.

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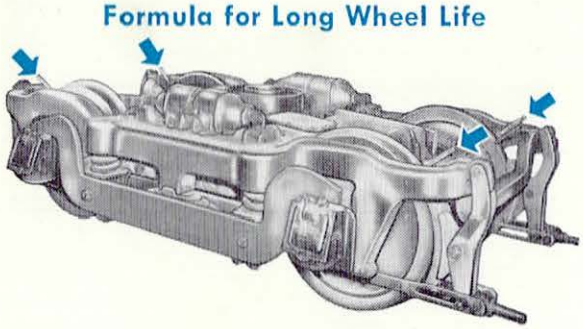
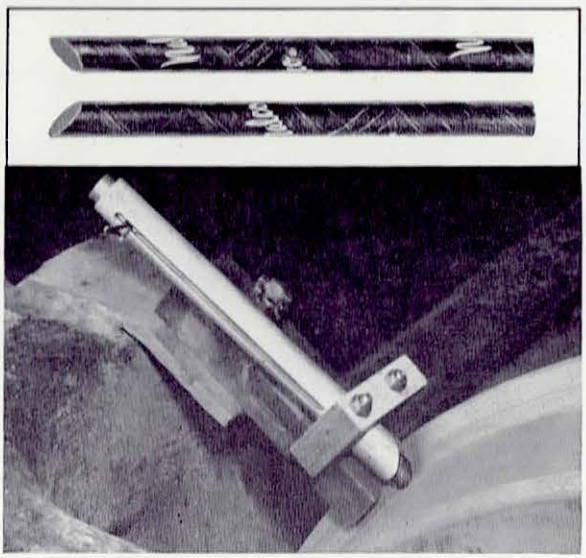


Nalco "Moly" Sticks in permanently-mounted, easily-accessible Nalco Flange Lubricators give positive, clean, flange lubrication that assures longer wheel life and lower maintenance costs.



Top—New "Moly" Sticks are catalytically-processed and protectively wrapped to give extra toughness and resilience.
Above—simple, foolproof Nalco Flange Lubricator feeds proper amount of lubricant direct to wheel flange without waste or dirt pick-up.

Comparative Tests Prove "Moly" Best Every Time

"Moly" Sticks have consistently demonstrated that they will far outlast equivalent-sized graphite or grease type stick lubricants. Figured on costs per thousand miles of locomotive travel, Nalco "Moly" is considerably more economical than either grease or graphite—and wheel life is extended from 30% to a whopping 300%.

Who Installs "Moly" Lubricants?

Nalco Flange Lubricators are usually installed by regular engine house personnel; and "Moly" Sticks are quick and easy to place in the lubricators as needed. Because "Moly" Sticks have long, predictable life, stick replacements can be scheduled with regular locomotive inspections and maintenance. *You* can take the first big step toward installing "Moly" for longer locomotive wheel life by writing for details—or give your Nalco Representative a call now.

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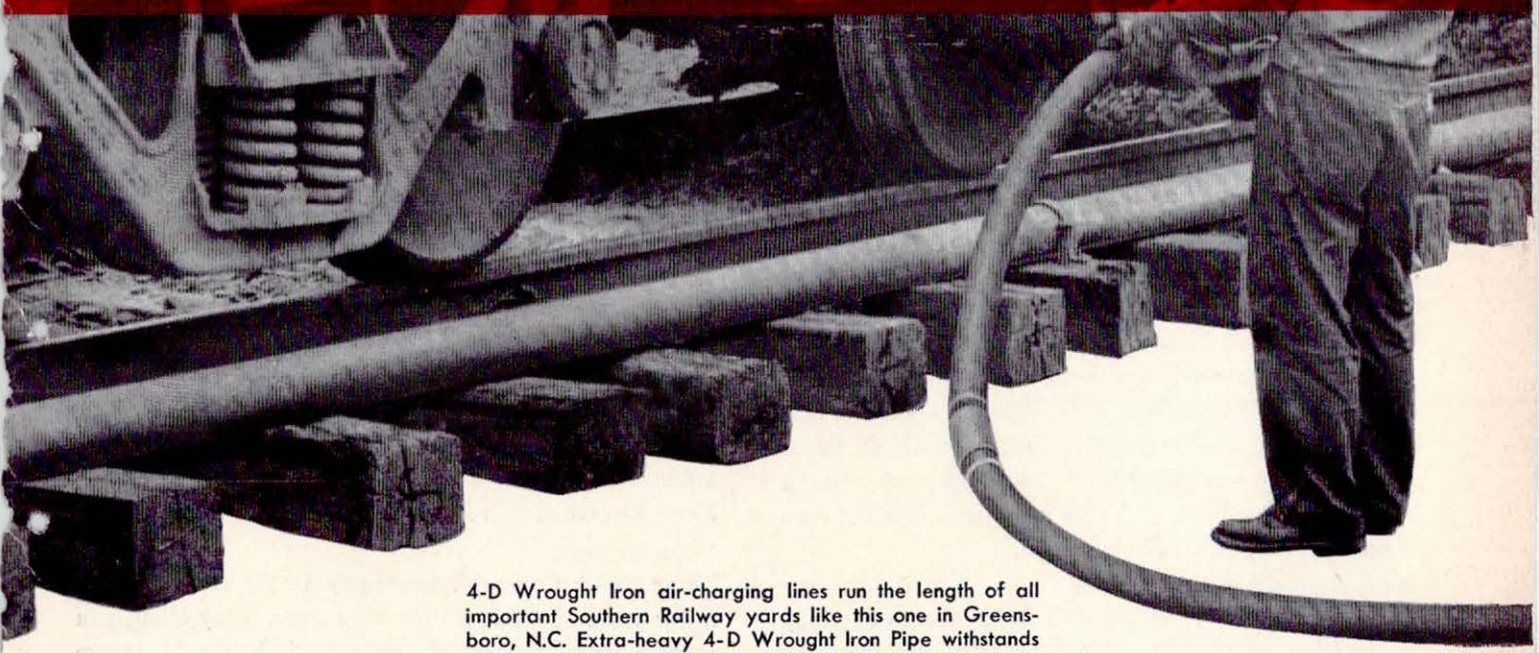

4-D Wrought Iron air-charging lines run the length of all important Southern Railway yards like this one in Greensboro, N.C. Extra-heavy 4-D Wrought Iron Pipe withstands vibration when turning air-charging equipment on and off.

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RAILWAY AGE *weekly* August 31, 1959 • Vol. 147, No. 9

Week at a Glance

Departments

Freight Car Loadings 55
Ideas for Better Shipping 43
Industrial Traffic 50
Letters from Readers 56
New Equipment 55
New Products Report 45
People in the News 58
Railroading After Hours 43
Railway Market 55
Shippers' Guide 48
Supply Trade 58
The Action Page 62
Traffic Poll 14
Watching Washington 10
You Ought to Know 60

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Ops rap rules study proposal ..... p. 9

The brotherhoods have asked President Eisenhower to maintain a hands-off policy in the featherbedding dispute. The views of both the unions and the railroads are now at the White House, but with the President in Europe no early decision on management's request for a work rules study commission is anticipated.

UP gets composite underframe p.13

One-piece end castings including body bolsters, center fillers, center plates, side bearing pads, draft gear stops, strikers and coupler carriers are down-hand welded to center and side sills in 800 new composite underframes supplied by General Steel Castings Corp.

Traffic Poll — Is railroad selling effectively planned? p.14

About one out of three industrial traffic managers thinks it is, i.e., that it's directed toward the best sources of potential business. Others, for one reason or another, think it could be better organized for maximum productivity.

Cover Story — Chip cars 'serve the South' p.18

Shippers, railroad and public all gain from 225 highly specialized cars developed by the Southern for handling wood chips.

Cover Story — Why RRs want to diversify p.21

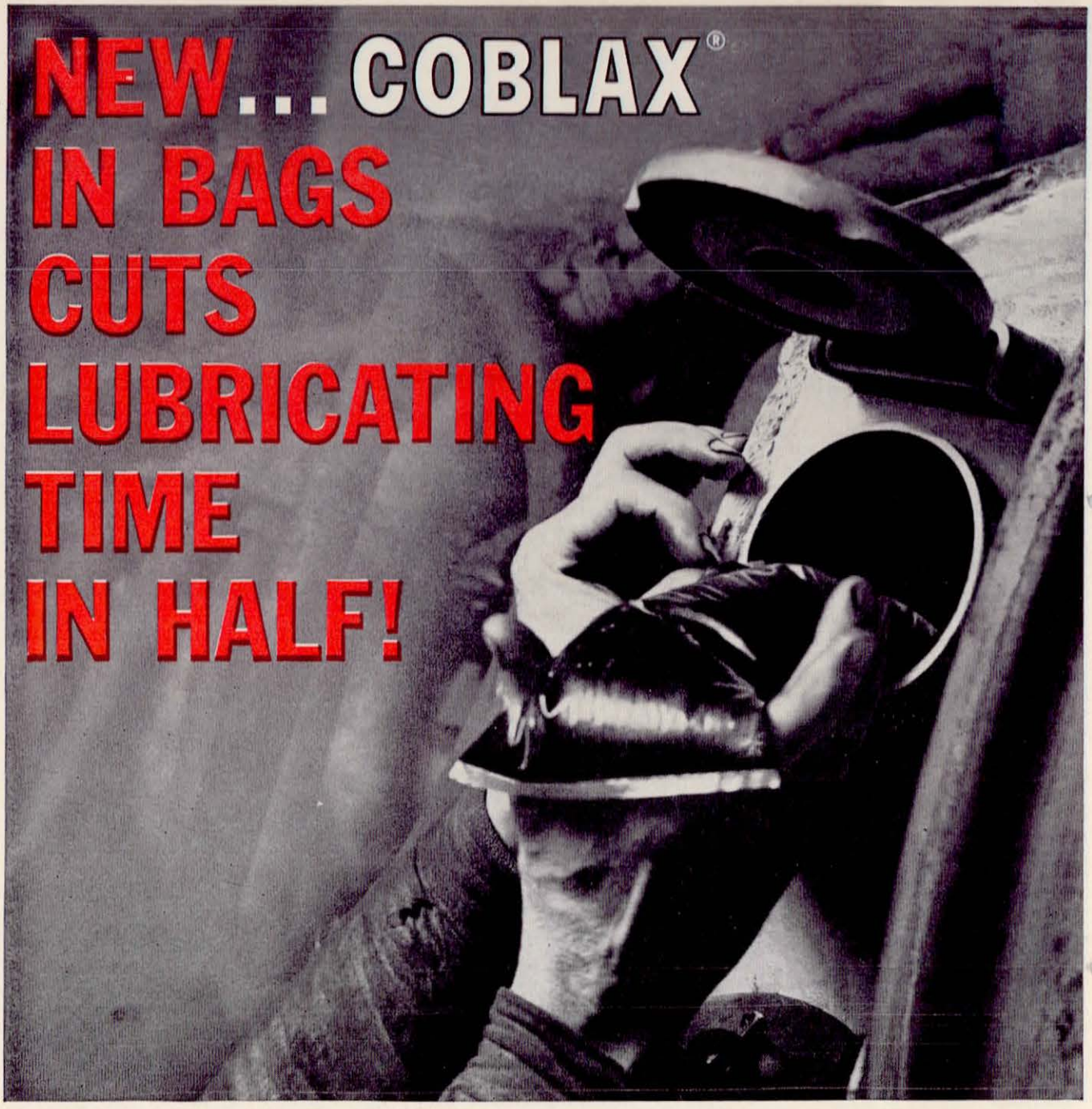
George L. Buland, vice president and general counsel of the Southern Pacific, tells why freedom for railroads to engage in other forms of transportation would give shippers improved, more efficient service, and strengthen common carriers—whose position is being dangerously eroded by present regulatory policies.

Diversification means better service p.25

Wayne A. Johnston, president of the Illinois Central, points up Mr. Buland's arguments by outlining a specific case where restrictions on railroad truck service are hurting his company—and its customers as well.

Cover Story — This is piggyback, Alaska style p.34

Uncle Sam's Alaska Railroad—and its shippers—are sold on piggyback, and on the railroad's closely related unit rail box service. E. M. Fitch and R. H. Anderson explain why they like it; how the services operate; and how they are leading to a transportation partnership in the 49th state.



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Week at a Glance CONT.

Current Statistics

Operating revenues	
6 mos., 1959	$5,025,907,261
6 mos., 1958	4,535,151,475
Operating expenses	
6 mos., 1959	3,904,047,540
6 mos., 1958	3,725,796,480
Taxes	
6 mos., 1959	546,801,508
6 mos., 1958	427,791,374
Net railway operating income	
6 mos., 1959	414,074,292
6 mos., 1958	233,910,848
Net income, estimated	
6 mos., 1959	308,000,000
6 mos., 1958	127,000,000
Average price railroad stocks	
Aug. 25, 1959	108.66
Aug 26, 1958	88.88
Carloadings revenue freight	
33 wks., '59	20,023,375
33 wks., '58	18,314,532
Freight Cars on order	
Aug 1, 1959	40,309
Aug. 1, 1958	25,994
Freight cars delivered	
7 mos., 1959	22,545
7 mos., 1958	31,658

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Steel stockpiles still adequate p.52

Most railroad suppliers not only have been able to maintain production during the steel strike, but still have four to six weeks' supply of steel on hand. A big exception is Greenville Steel Car, which is closing up for the duration.

The Action Page p.62

"Featherbedding" in management? — Despite what the brothers say, railroad management is not "featherbedded." In fact, the industry would probably be doing better than it is if it had the means to employ more nearly a "full crew" in its upper levels.

What about private transportation? — It's growing, thanks in large part to the very regulatory policies outlined by Messrs. Buland and Johnston in other articles in this issue. But that growth, ultimately, may hurt everyone—including private carriers themselves.

Short and Significant

Trans-Pacific Flexi-Van service . . .

appears to have moved a step closer to reality. States Marine Lines—world-wide shipping company—has ordered eight Flexi-Van containers, received four, from Strick Trailer for experimental use between Seattle and Japan.

The nomination of Clyde E. Herring . . .

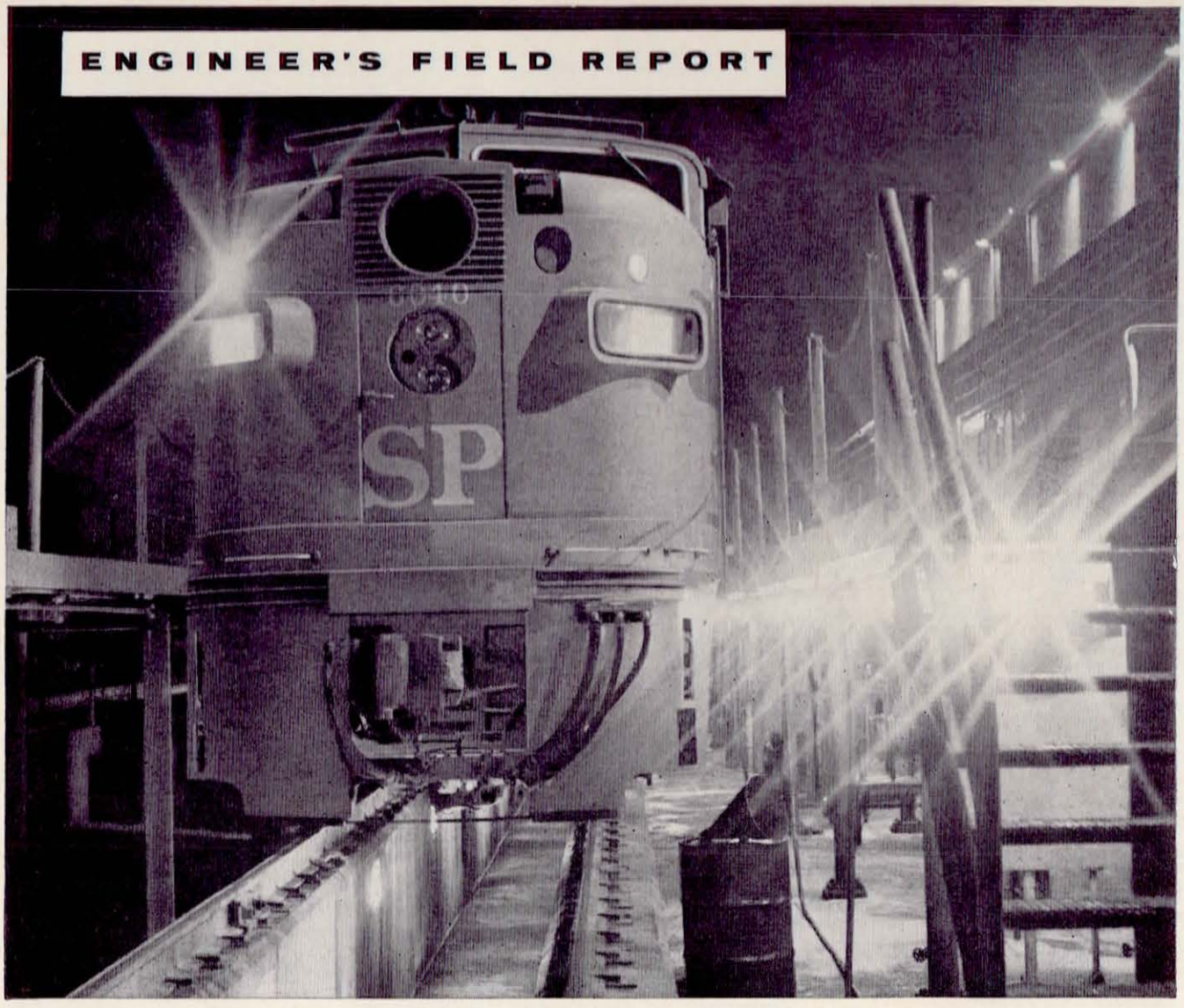
to fill out the unexpired term of ICC Commissioner Richard F. Mitchell has been approved by the Senate. The Iowa lawyer, a Democrat, will serve until Dec. 31, 1963. The Senate also approved the reappointments of Commissioners Howard G. Freas and Abe McGregor Goff for new seven-year terms.

Computers by the hour . . .

will be available to railroads and other businesses in 1960. IBM 7070 computers can be rented (for "under $300 an hour") at "Datacenters" to be established in major cities. Customers may buy as little as 15 hours of computing time a month. A typical hour's work suggested by IBM: arrangement of 200,000 freight-car movement records into complete sequence.

Gift of New York State's barge canal . . .

to the federal government, which will be voted on this fall, was opposed last week at a public meeting in Syracuse. Spokesmen for the New York Grange, Syracuse manufacturers, canning and growing interests, conservation groups and the New York State Railroad Association protested the plan.



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Ops Rap Rules Study Proposal

► **The Story at a Glance: President Eisenhower set out for Europe last week, without commenting on railroad management's request for appointment of a work rules study commission.**

The President had before him two wholly conflicting petitions:

- **A letter from AAR President Daniel P. Loomis asking for a survey and recommendations on the rules issue by a Presidential commission.**
- **A letter from five rail union chiefs urging that management's request be dismissed. The unions' message was dated Aug. 24 and, presumably, was received at the White House just one day before the President's departure.**

The outlook: Delay, whatever the President's decision.

Discouraged by five months of failure in seeking union cooperation, rail management is going it alone in asking the President to appoint a work rules study commission (RA, Aug. 24, P. 30). Encouraged by the President's hands-off attitude toward the current steel strike, rail union leaders are urging him to dismiss the industry's request.

In management's view, "the public's interest in securing relief from these unnecessary and unwarranted payments ($500,000,000 annually for work not performed or not needed) does not permit the problem to be thus brushed aside." In the labor chiefs' view, the industry is acting "in an effort . . . to gain a unilateral and selfish advantage in the forthcoming railway labor negotiations."

The AAR letter recalls that "rail management proposed five months ago that the operating rail unions join with us in requesting the appointment by you of an impartial commission . . . to make a study of these [work] rules and their impact on the general economy and recommend changes for the mutual benefit of the public, the rail employees and the nation's essential railroad system.

"We were advised that the unions would not join us in asking for such a study and that, moreover, they would oppose any such request we make . . .

"Under the circumstances, rail management is left with no alternative but to proceed alone in seeking a solution that will be in the interests of all concerned."

The presidents of the five operating brotherhoods—the BLE, BLF&E, BRT, ORC&B and SUNA—are standing four-square behind the Railway Labor Act. Management, recognizing drawbacks in RLA procedure, contends that a study now, "in an atmosphere of calmness, can achieve far more effective results than fact-finding by the Presidential emergency board provided for by law if the issue threatens a transportation tie-up. As the current three-year moratorium on work rule changes expires on Oct. 31, 1959, it seems to us most urgent that action be taken in advance of possible crisis and while there is still time for rational decisions in the national interest."

In effect, the union chiefs agree that the normally hurried emergency board procedure won't produce any real evaluation of the wage and rules structure. This could come, they say, "only if a factual and detailed study were made over a period of months under proper skilled supervision."

AAR President Loomis cited seven primary reasons for asking the President's aid in the rules dispute:

- Efforts have been made for more than 20 years to update the rules in light of technological progress, but such efforts "have produced no substantial or meaningful relief."
- The rules imperil employment. An average of 1,000 jobs per week have been lost over the past 10 years—"and even greater losses are inevitable if the rules are not modernized in keeping with mid-century operating practice and competitive reality."
- Need for a broad wage-rule study has been noted by numerous emergency boards, including Board No. 109, appointed in 1955.
- A committee of the National Association of Railroad and Utilities Commissioners has called for such a survey by an impartial and cooperative group.
- The ICC, in its recent report on the passenger deficit, recommended public review and revision of working rules.
- Action should be taken before,

Engineers Map Counter-Demands

BLE general chairmen are working on a list of rules demands to counter what they're expecting rail management to propose. Among the possible union demands cited by Grand Chief Guy L. Brown:

- Payment at premium overtime rates for all time after eight hours in freight service and five hours in passenger service, regardless of miles run.
- Compensation at a rate to be negotiated for all time in road service besides time actually on duty, after leaving home or initial terminal and until returning there.
- Use of an apprentice engineer on all locomotives.
- The six-hour day.
- Premium pay for Sunday and holiday work.
- Sick leave.

Grand Chief Brown predicted that the railroads will file uniform notices around Nov. 1 asking for changes in the basic day rule, revision of rules separating road and yard service, the unilateral right to abandon terminals and extend runs, elimination of the firemen in freight and yard service, other crew consist changes and revision in rules governing motor cars and self-propelled machines.

not after, a crisis develops.

• Existing procedure gives no hope of providing the desired rules updating. Only a new approach will work.

The union chiefs accuse management of seeking to pay "lip service" to the Board 109 report. They make no mention of the NARUC or ICC recommendations for a rules study.

The Ops' letter charges that "the carrier proposal is not made in the spirit of a sincere desire to seek some better and more equitable solution of our mutual problems . . . A commission such as the carriers now urge upon you would, in reality, be merely a vehicle for more carrier propaganda which is designed only to adversely influence negotiations that may be started under the provisions of the Railway Labor Act, after Nov. 1."

Furthermore, the union leaders contend, a commission couldn't accomplish anything effective: "With such legislation already established by Congress to supervise labor relations in the railroad industry, it is difficult for us to see how a commission appointed by you at this time could, in the final analysis, bring about any practicable solution to labor disputes in the railroad industry."

A copy of the Ops' letter also went to Secretary of Labor Mitchell, who had conferred with both sides in an effort to promote some agreement on the dispute over the commission proposal. Signers of the union letter: Guy L. Brown, BLE; H. E. Gilbert, BLF&E; W. P. Kennedy, BRT; J. A. Paddock, ORC&B; and Neil P. Speirs, SUNA.

The brotherhood plea on the work rules proposal followed announcement by the BLE that its advisory board has authorized establishment of a special "strike fund." The plan is to assess each of the union's 50,000 active engineers up to $2 per month. Based on those figures, the maximum yield would be $100,000 monthly—but Mr. Brown says the aim will be to create a fund "of several million dollars."

Neither the BLF&E nor the BRT has taken similar action and neither indicated any such move was in the works. A BLF&E officer declared that "if we have a strike we're prepared to meet it" from a strike benefit standpoint. General treasury funds, he indicated, would be the source of benefit payments. BRT strike payments are also made from general operating funds, although one BRT spokesman said that a general strike would probably produce a special assessment. In the past the union has levied such assessments—but after, not before a strike developed.

Watching Washington *with Walter Taft*

Mr. Taft is on vacation. During his absence, this column is being written by other members of the staff.

• **THE NIT LEAGUE HAS FILED** a brief with the Interstate Commerce Commission in support of the railroad position in I&S Docket 7151. This case involves "guaranteed rates" on shipment of pipe or tubing from Sault Ste. Marie, Ont., to Chicago. Protestants are water and motor carriers. The proposed rate would give a 17.5% discount to a shipper who guaranteed to move 90% of his tonnage by rail—$10.05 per ton against a regular rate of $12.18.

THE RAILROAD PROPOSAL, which has been suspended, constitutes "another effort of railroads at inter-agency competitive rate-making, encouraged by the Transportation Act of 1958," according to the League's brief. "It is another effort, in a substantially different form from the proposal in the pending Paint case, I&S No. 7027, in which the League also is supporting railroad proposals of new methods and devices for making rates to hold or attract traffic to the rails in the face of intensive competition from other carriers."

THE LEAGUE URGES, in its brief, "the conclusion that it is entirely reasonable and lawful for a railroad to establish a lower rate, open to all shippers, on the limitation of the tendering of a designated portion of the shipments coming within such rate, this, as distinguished from any particular volume of shipments."

SIX CONSIDERATIONS were brought to the attention of the ICC: (1) The railroad rate structure is considerably outmoded, requiring new methods, devices or techniques to enable railroads to enjoy traffic volume and render efficient and economical service and preserve their revenues; (2) this guaranteed rate plan is a desirable innovation in railroad rate-making, not entirely unprecedented; (3) the guaranteed rate plan benefits both shippers and railroads; (4) the proposal represents constructive action upon the responsibility and best judgment of railroad management; (5) the plan involves no violation of substantive requirements or prohibitions of the Interstate Commerce Act; and (6) the proposed guaranteed rate is in accordance with the rate-making rule under the Transportation Act of 1958.

• **REDUCED CARLOAD RATES** on lumber transported by rail from Oregon and northern California to southern California and Arizona have been found "just and reasonable" by the ICC "when subject to minimum weights of 50,000, 60,000 and 70,000 pounds." Rate reductions subject to minimum weights less than 50,000 pounds were ordered cancelled no later than Sept. 28.

THE REDUCTIONS were proposed to prevent further diversion of lumber traffic from the rails "and to restore a rate parity between southern Oregon and northern California shippers which existed from 1927 to 1954." The authorized reductions in I&S Docket 6933 would also establish parity with intrastate railroad rates on shipments of lumber between points in California. The rail schedules, filed to become effective May 21, 1958, were suspended by the Commission for seven months pending an investigation and public hearings. They became effective Dec. 21, 1958.

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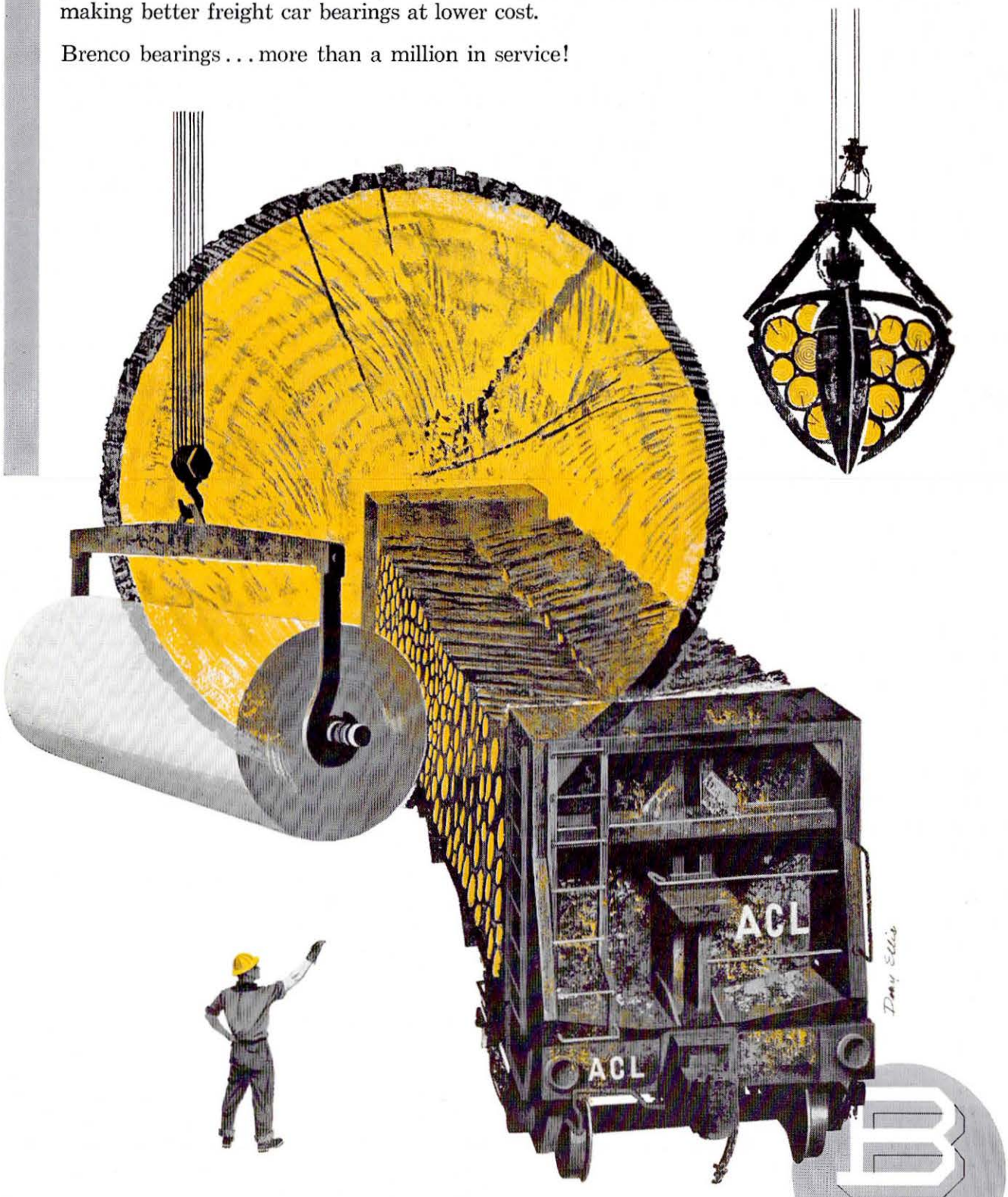

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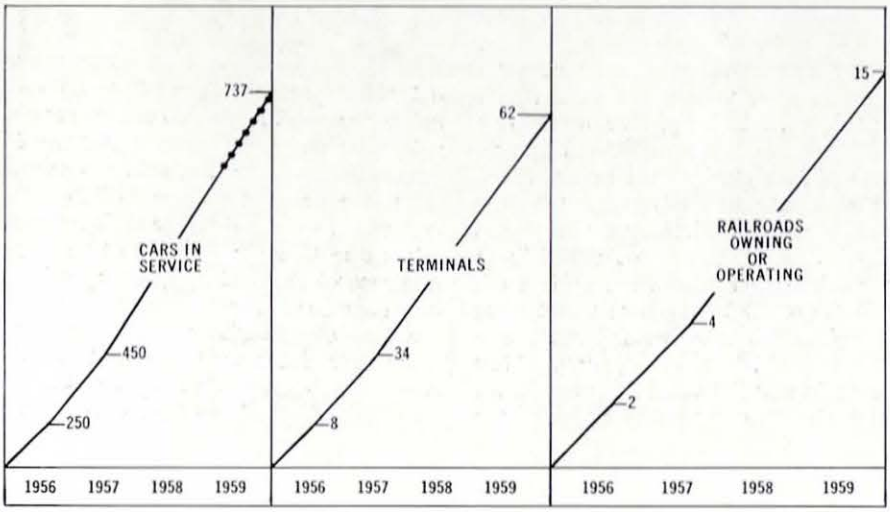
Progress Report to the Railroads on the CLEJAN Piggy-Back Car



• The Clejan Car for piggyback freight is entering its fourth year of operation on American railroads.

The graphs presented here show the steady growth in the numbers of cars in use, the number of terminals installed and the number of major railroads that have purchased Clejan cars for their own account or operate same.

• Clejan operations began in the fourth quarter of 1956 with the delivery of 250 Clejan cars, Series H, to two railroads. Operations were in four states—New York, Connecticut, Rhode Island and Massachusetts. Eight ramps were equipped to handle loading and unloading of the Clejan cars.

• The following year saw an increase of 200 cars in service, with four railroads owning, operating 34 loading ramps in eleven states. Added to the original four states were Arkansas, California, Indiana, Louisiana, Missouri, New Jersey, and Texas.

• 1958 saw a great number of terminals equipped and the introduction of this car in forwarder service. In addition, 5 major Midwestern and Western railroads equipped terminals for the handling of the car.

• 1959 saw the delivery of the first 85-foot Clejan cars (H-85) and then the even lighter R-85 when the ICC permitted removal of the handrails.

• As the third quarter of 1959 ends, total cars in use or in production is 662, with 62 terminal installations in sixteen states. Fifteen railroads now own or operate Series H and Series R Clejan cars. There are over 4000 trailers equipped for Clejan car operation. States added to the list for Clejan operation during 1959 included Arizona, Illinois, Oregon, Utah and Washington.

• The versatility of the Clejan car is proved by the fact that it is the first piggyback car to have transported automobile carriers and furniture moving vans. It is also the only piggyback car which can handle containers without any modification to the cars and using the same tie-downs.

• The reception given the Clejan car by America's major railroads is highly gratifying. It reflects confidence in the future of the car and the company that is building it.

• General American, in its turn, has confidence in the future of piggybacking, and in the Clejan car as the lightest, most economical car to purchase and operate, easiest on its ladings. When improvements are made in cars for piggyback freight, and in means of loading and unloading them, you may be sure General American will lead the way.

• If you want to put your company into the piggyback or container picture in the most profitable manner, write to General American's nearest office. Our engineers and transportation specialists will study your requirements and prepare the most efficient operating plan for you.

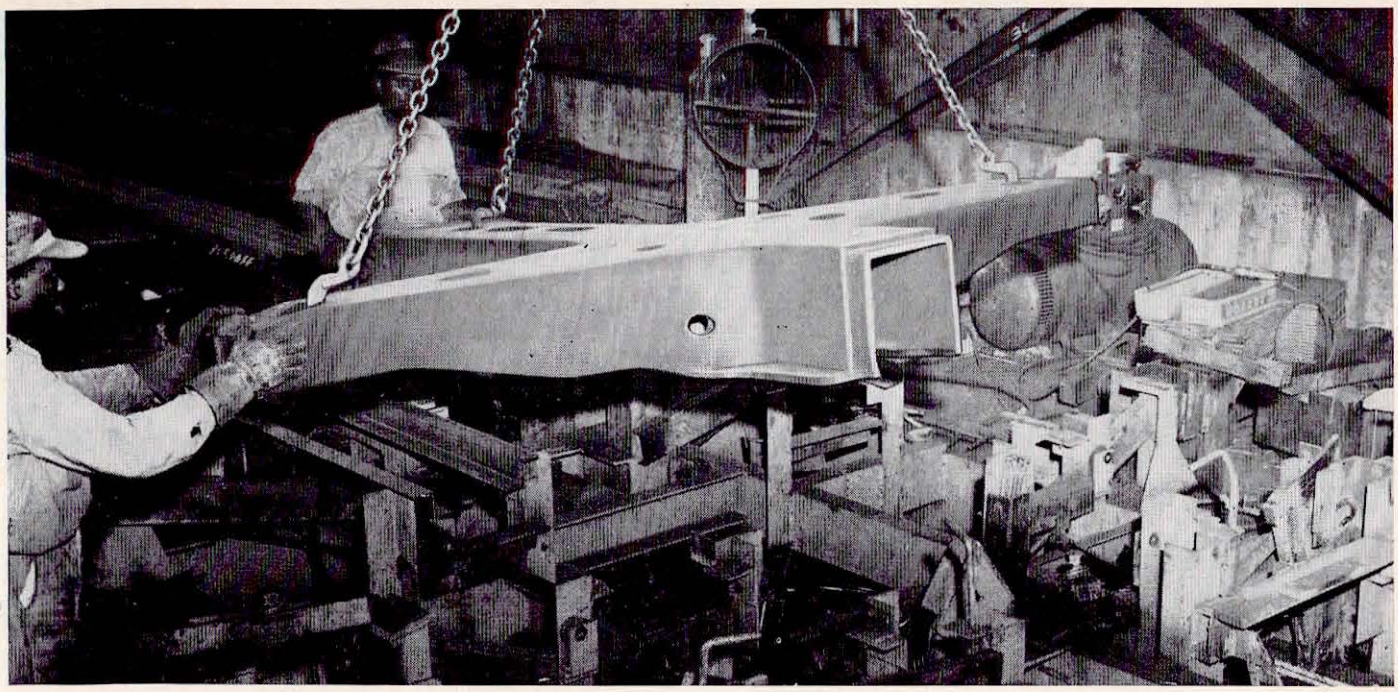
Piggy-Back GENERAL AMERICAN TRADE MARK

Piggy-Back Division

GENERAL AMERICAN TRANSPORTATION CORPORATION

135 South LaSalle Street
Chicago 3, Illinois

offices in principal cities



END CASTING IS LOWERED into fit and tack jig. Steel shapes are added next and tacking completed.

UP Gets Composite Underframe

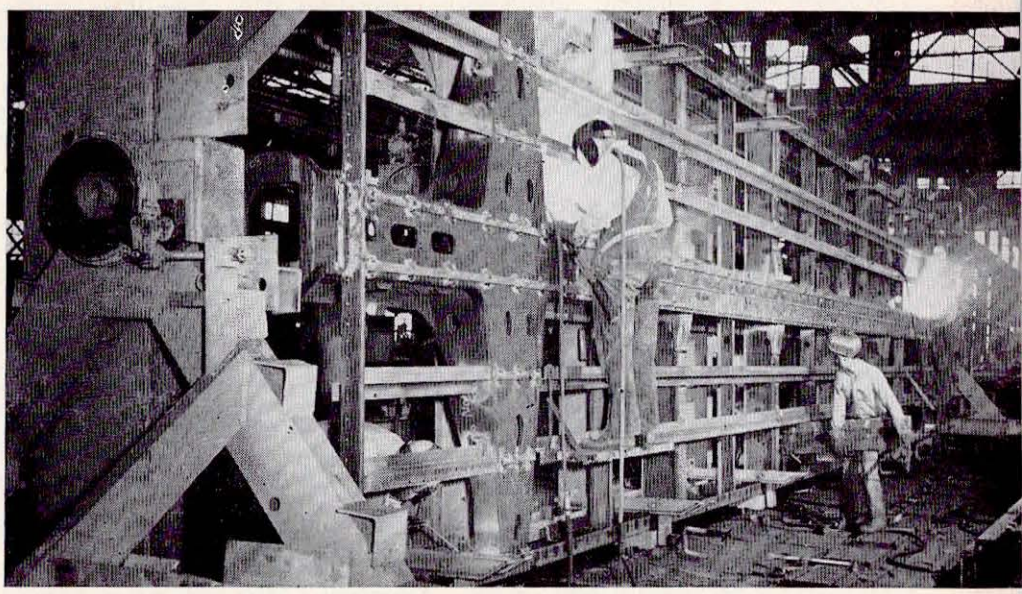
Composite underframes, supplied by General Steel Castings Corporation for the Union Pacific's 800 new 50-ft plug-door box cars, are coming off the St. Louis Car Company's production line at a rate of 60 per week.

This is the first time General Steel has supplied an entire box car underframe of this type. The one-piece end casting includes the body bolster, center filler, center plate, side bearing pads, draft gear stops, striker and coupler carrier. It is assembled to the rolled steel shapes on sub-contract from General Steel.

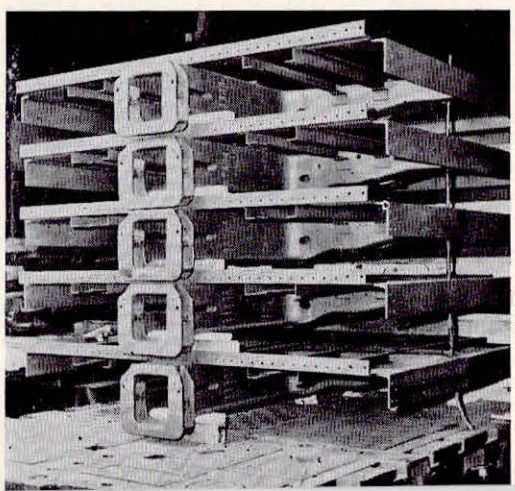
Prior to assembly, the Z-sections are automatically welded to form the center and side sills, then cambered on a flame-cambering machine. The casting, designed for strength and durability in the critical body bolster-center sill area, is made sufficiently accurate so machining for proper dimensions and fittings is not necessary.

There are three basic positions on the assembly lines: A fit and tack jig where the end casting is tacked to the center and side sills and other shapes; a station for application of the furring strips, and finally, a rotating position where down-hand welding completes the job.

General Steel has 6,824 end castings on order or supplied to 11 different railroads. This figure includes an order just received from Pacific Fruit Express for 1,900 castings.



FINAL DOWN-HAND WELDING is done on this rotating fixture. After welding, underframe is ready for sand-blasting and painting.



COMPLETED FRAMES ready for shipment to Union Pacific's Omaha shops for final assembly.

August Traffic Poll

Is Railroad Selling Effectively Planned?

Proposition

As competition for freight traffic between various modes of transportation increases, many railroads are paying more attention to the training, organization and activities of their traffic sales forces. This month's survey is the second part of the fourth Poll in a series which is designed, in total, to ascertain what shippers think about railroad salesmen and their work, and to find out how, if at all, they think that work might be improved.

Question

A recent survey said railroad sales efforts are not well planned. Rail salesmen, it said, spend too much time calling on big shippers with experienced traffic departments, or on distant shippers who may have little occasion to use the salesman's railroad. Conversely, they don't spend enough time helping small shippers who have little or no traffic personnel, or calling on online or nearby shippers who could be frequent customers of the salesman's company.

Broadly speaking, do you agree or disagree with those statements? In other words, do you think railroad sales efforts:

Are effectively planned for maximum productivity?..... 27
Are not effectively planned?..... 47

[This was the second question on Railway Age's July Poll ballot. Answers to the first question on that ballot were reported in the issue of July 27, p. 35. Polls originally sent out for August and September will be covered, respectively, in the issues of Sept. 28 and Oct. 26.]

Railroads may be overlooking a bet in not directing more sales effort toward small or occasional shippers, in the opinion of about two out of every three industrial traffic managers answering this month's Traffic Poll. But the third respondent (out of every three) tends to feel that railroad sales are generally pretty well aimed toward the principal sources of available business.

The question—the second half of the fourth Poll in a continuing series on railroad selling—was based on a survey made for a major eastern carrier which indicated that railroad sales efforts are not always effectively planned or organized.

Some Poll respondents clearly agree with the findings of that survey, which are briefly summarized under "Question" in the column at the left. "It hit the nail on the head," says L. H. Borman, traffic manager of Chicago's Carson, Pirie, Scott & Co. A. S. Daviau, traffic manager of the Mennen Co., Morristown, N. J., and J. C. Folger, assistant traffic manager of Rose's 5-10-25-Cent Stores, Henderson, N. C., concur. "A great deal of time," says the former, "seems to be spent on calls to shippers who just are not in position to make use of rail facilities." Too many calls are made "without planning," the latter observes.

Basic complaint voiced by other respondents who share these general views goes to lack of interest on the part of railroad salesmen in small shippers—or in small shipments. This idea was perhaps most completely expressed by J. D. Paul, secretary-manager of the Seattle Traffic Association:

"Rail salesmen do an excellent job calling on big shippers and shippers who have regular movements or an occasional large special movement . . . [but] do not spend sufficient time with the small shipper. Usually, the small shipper is not located on rail facilities; his freight moves in small quantities, and he has become accustomed to using motor freight service . . ."

Mr. Paul has plenty of company. "Concentration on large-volume carload shippers drives small shippers into the arms of railroad competitors," says W. J. Dennis, Portland, Ore., traffic consultant. "Most sales efforts," agrees J. J. DeLaney, director of transportation for American LaFrance, Elmira, N. Y., "are confined to a few calls on large shippers for carloads that will show on passing reports. Small shippers appreciate attention. The truckers give them such attention by frequent calls." "Generally speaking," adds H. A. Archambo, director of the Minneapolis Traffic Association, "rail sales representatives are calling on large shippers (two or more carloads a week), whereas competitors are actively calling on small firms as well."

Other shippers, however, feel that concentration on large accounts is only to be expected. Eugene Landis, director of transportation, International Minerals & Chemical Corp., Skokie, Ill., says, for example: "Large shippers receive better attention because their volume of traffic merits the added time. Naturally, everyone is interested in securing large movements and will spend time to land a sale. Since there is a limitation of time and personnel a small shipper does suffer for lack of personal attention."

Landis Sees Improvement

But, Mr. Landis goes on, "a small shipper could band with others to secure benefits usually granted to large customers." Railroad sales, he adds, "are better planned today than they were several years ago"—and lack of planning can be charged also against plenty of non-railroad selling.

R. M. Boyd, general traffic manager, Pittsburgh Plate Glass Co., Pittsburgh, believes "railroad sales efforts, in most instances, are directed toward sources of business whether they be big shippers, local shippers, distant shippers or small shippers." J. C. Sommers, manager, industrial-transportation department, Stockton, Cal., Chamber of Commerce, thinks it "only natural for railroad salesmen to cater to the larger shippers," but adds that "smaller shippers are not neglected." T. R. Atchison, director of transportation, Ralston Purina Co., St. Louis, "knows of no cases of neglect. Salesmen, railroad or not, must devote time to the customer most apt to respond." D. F. Neikirk, traffic manager, Central Chemical Corp., Hagerstown, Md., describes his as "a small operation," but thinks salesmen "do a pretty good job on keeping us informed and helping as to best service."

Other shippers who defended rail salesmen—and railroad sales planning—were V. M. Stechishin, manager of the Manitoba Transportation Commission, at Wiinnipeg, and C. M. Swanson, traffic manager, American Brake Shoe Co., New York. Mr. Stechishin thinks salesmen may tend to visit larger shippers frequently—"but spend more time per visit with the smaller shipper." Thus, he feels that sales ef-

forts are, on balance, "planned for maximum productivity."

Mr. Swanson, also, finds it "difficult to subscribe to the theory that 'too much time' is spent calling on large shippers and not enough time 'helping small shippers.' " "Surely," he points out, "there is some relationship between time spent in solicitation and the productivity of the effort. Is a salesman worthy of his hire if he spends 90% of his time producing 10% of his business? The other 90% would rapidly disappear." He continues: " 'Big people' are frequently more receptive and open-minded toward any effort leading to mutual advantage. But can any shipper, big or small, honestly say that a railroad—or any transportation company—will not help with a problem if only you give them an opportunity?"

The anticipated wide divergence of opinion on the Poll's admittedly general question was explained by some respondents as the result of inevitable variations between individuals and between companies. This was brought out particularly by Frank Bowden, traffic manager of Stasco, Camden, N. J., and B. F. Williams, who holds the same position with the Norwich Pharmacal Co., Norwich, N. Y.

Others agree—but think the variation is attributable to companies rather than to field salesmen. "The answer rests with the railroads," says H. F. Sixtus, general traffic manager, Mohasco Industries, Amsterdam, N. Y. "Salesmen require guidance that must come from their bosses. Itineraries must be made at the higher levels." Mr. Sixtus' opinion is confirmed by G. D. Cron, traffic manager of General Motors' Chevrolet Oakland Division, Oakland, Cal., who says "it all depends on the general agent or traffic manager in charge of solicitation . . . [If he] lacks the spirit of leadership, the job is not well done. . . With proper interest of management, railroads are instilling in their people that their type of solicitation is strong and competitive with any type of transportation."

Much the same feeling was expressed also by a number of others, who were, however, disposed to be more critical of management supervision of sales. L. J. Rowley, manager, traffic and transportation, Lockheed Aircraft Corp., Burbank, Cal., thinks, for example, that the practice of evaluating salesmen by number of carloads routed makes it natural for them to concentrate on big shippers having the largest potential traffic. G. J. Bleibtrey, director of traffic, Motor Wheel Corp., Lansing, Mich., thinks there is a growing tendency for sales supervisors to spend too much time "at the desk" working on "details" that should be handled by clerks or sales trainees. And S. J. Srokose, traffic manager, Neisner Bros., Rochester, N. Y., reiterates a complaint which has cropped up in all Railway Age's earlier Polls on railroad sales—that "the salesman is not backed by management with improved services."

The latter point was at least implied also by F. E. Juranek, general traffic manager, Clark Equipment Co., Battle Creek, Mich., and R. J. Tyler, GTM, Tube Turns Division, Chemetron Corp., Louisville, Ky. The former feels "sales, traffic and operating departments seem to lack liaison to keep the shipper advised." The latter would like to see sales efforts "planned around a complete transportation service—not just carloads."

Too Much Territory?

J. P. Gittens, traffic manager, Fort Howard Paper Co., Green Bay, Wis., suggests that "most railroad solicitors have too large a territory to call on all shippers." G. E. Vawter, TM for Sun-Maid Raisin Growers, Fresno, Cal., agrees: "Most carriers expect their salesmen to cover too many accounts at too great a distance." Mr. Vawter points up his comment by saying that a salesman who is assigned "to cover the whole state of California, plus other territory"—as some rail representatives are—"can only hit the high spots," and "has no time to check out the small shipper."

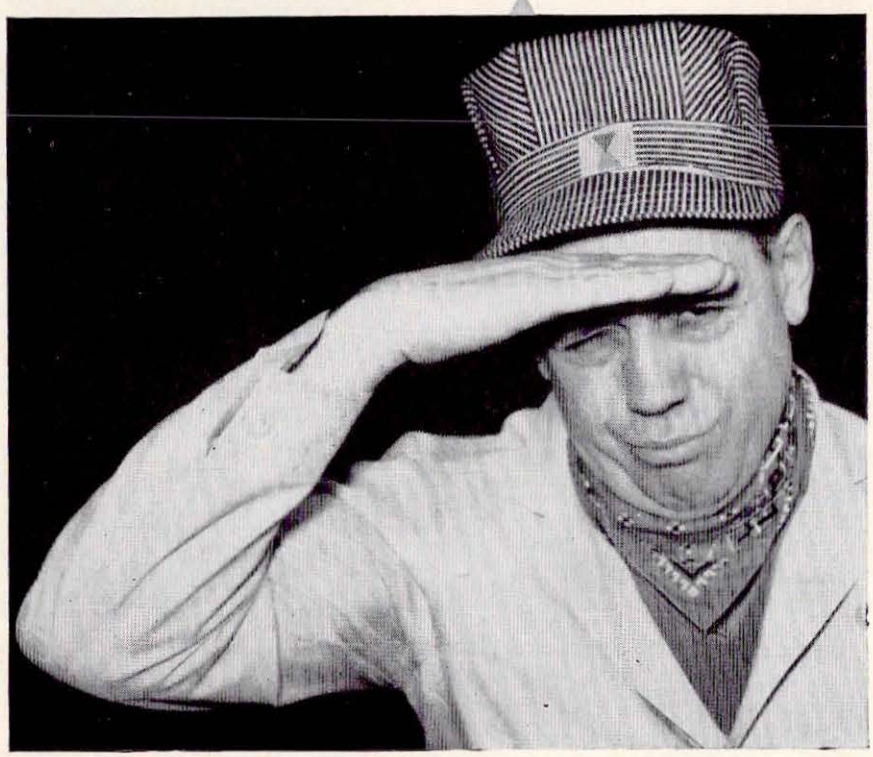
Apparently, however, it's not always territorial size that's at fault. At any rate, E. Rudolph, Jr., traffic manager, Commercial Aircraft Division, Cessna Aircraft Co., Wichita, Kan., says his plant is in reciprocal switching limits for all five railroads serving Wichita. One line "makes regular monthly calls, with sincere interest in assisting with problems." Three others average one call every one to three months. The fifth "has not made a single call in the past 10 years."

C. W. Jaenicke, traffic manager of the Chicago Heights Manufacturers Association, advances the interesting idea that "railroads might get together to eliminate off-line traffic solicitation" entirely. This, he says, would save traffic department expense—and shippers' time now taken up by off-line salesmen "who have little more to offer than their personality." And, he implies, elimination of off-line solicitation would permit assignment of more men to on-line work, where they could "offer real assistance to shippers—especially the smaller ones who do not have traffic departments."

KEEP YOUR EYE PEELED

Railway Age for Sept. 21 carries a twelve-page message of vital importance to the railroad industry from Alcoa.

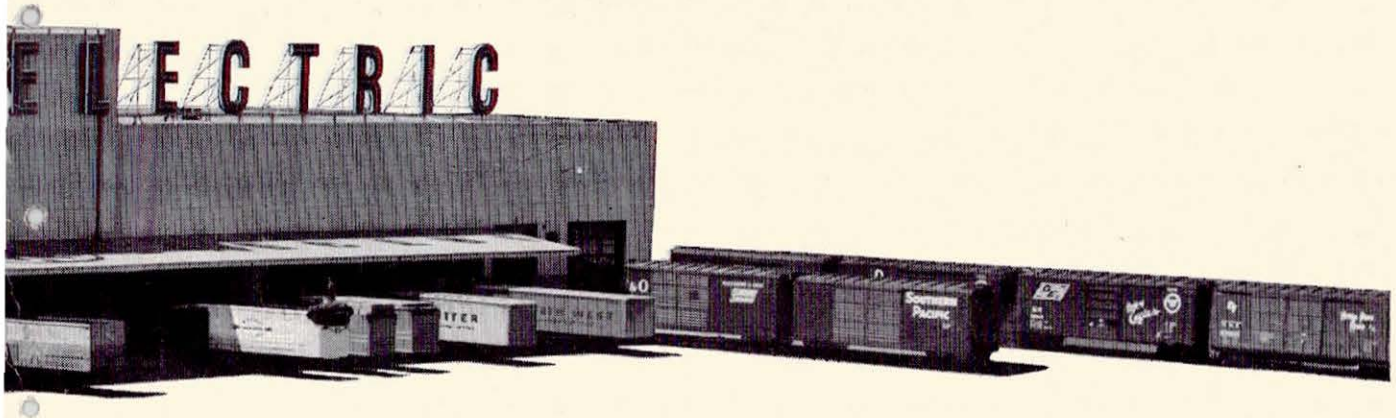
Aluminum Company of America



DF LOCKS IN LADING. There's no slack, no load shifting. Charles A. Moore, T-M, and assistant George Norton inspect DF load of G-E ranges at Appliance Park.

DF ELIMINATES DUNNAGE. Even in doorways, no costly and time-wasting dunnage is required; DF-equipped cars can be loaded and unloaded in less time with less labor.

DF PERMITS CAPACITY LOADS. Full ca. capacity loads are easily planned through multi-decking. DF equipment also permits heavier loading—two cars can do the work of three



EVANS DF T.M. BOXCARS

DF-EQUIPPED

are helping GENERAL ELECTRIC reduce shipping damage

More than 800 Evans DF-equipped cars are included in the pool of permanent dunnage-type cars used by General Electric for safe shipment of mixed appliance loads to dealers and distributors across the country.

Extensive use of this type of equipment by General Electric is the result of a long search for the best damage-free shipping.

Working with Evans Loading Engineers, General Electric sent DF-equipped cars around the country to problem areas. Evans load-locking equipment, developed from this experience, more than met General Electric requirements, resulting in a drastic reduction of damage to appliances in transit.

Because DF-equipped cars require no dunnage, they solve the time, labor and disposal problems inherent in strapping, blocking and bracing. And because DF equipment permits mixed loads, partial loads and sectionalizing of loads, G.E. dealers find the cars a snap to unload as compared to common dunnaged cars.

There are now nearly 37,000 DF-equipped cars in operation on 53 Class I railroads—available to shippers at no extra cost. For complete information, write Evans Products Company, Dept. E-8, Plymouth, Michigan.

EVANS DF LOADER

Follow the leaders in industry . . .
ship the Damage-Free DF way!

EVANS PRODUCTS COMPANY • PLYMOUTH, MICHIGAN

SOUTHERN CHIP CARS help shippers, railroad, public.

Chip Cars 'Serve the South'

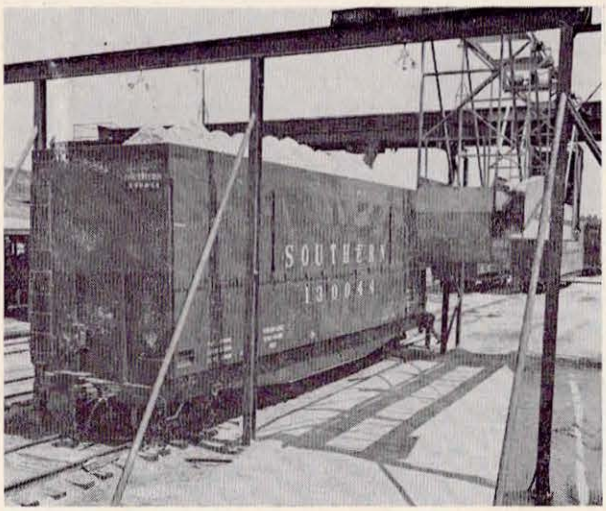
Everybody involved benefits from Southern's highly-specialized chip car, the first car specifically designed for the transportation of wood chips.

- Users—pulp and paper manufacturers—get lower overall freight charges, under a special incentive tariff; load, unload and (where necessary) switch, two cars instead of five.
- The railroad, even with incentive rate reductions, changes a per-car loss situation into a profit, thus implementing its basic philosophy of building up car-mile earnings by increasing tonnage.
- And the public gains from better utilization of natural resources, as improved transportation converts once useless waste wood into a basic ingredient for paper and pulp manufacture. In the words of D. W. Brosnan, operating vice president of the Southern: "These cars have shot Old Man Waste."

The 225 cars which are producing these results were evolved by the Southern after a thorough study of the wood chip business, and of chip transportation on other U. S. and Canadian railroads, and after standard and modified hopper cars had proved uneconomic for the commodity. The present specialized cars are, Southern people believe, the best, most efficient and most economic yet developed anywhere for wood-chip service.

How the new cars help the railroad is graphically indicated by relative load and revenue figures. Wood chips, in the Southeast, are shipped and billed on the basis of "units" of 190 cu ft if gravity loaded; 172 cu ft if blown in, that is, compressed by air. Standard 70-ton hopper cars carried an average load of 14.55 of the 190-cu-ft units; produced average revenue, on a typical haul, of $36.97 per car. The big special cars hold an average of 34.37 of the 190-ft units; yield revenue per car, on the same haul of $87.29. Load, and revenue, per car, have been increased by 136%. Or, stated differently, approximately the same tonnage can be hauled, and the same revenue realized, from handling two of the new cars as

This Is How Southern Shippers Use the Chip Cars



1 OPEN-TOP CHIP CARS, holding 6,800 cu. ft., are quickly loaded, by gravity, from overhead conveyors. This car is being loaded by St. Regis Paper Co. at Fargo, Ga., for 63-mile haul to same company's paper mill at Jacksonville, Fla.

2 CAR SIDES, cross-braced at middle and top, are made of 11-gage steel because chips, though bulky in volume, are relatively light in weight and stand on a vertical face. Holes in bottom plates provide drainage, cut weight of car by about 800 lbs.

from five standard hoppers, at no measurable increase in hauling cost.

Advantage to the shipper comes partly in having to load, unload and pay switching charges (where they are involved) on only two cars instead of five. But over and above that, the Southern has passed on to its shippers part of its own savings from the larger cars, in the form of a special incentive tariff which allows a 20% rate reduction on units in excess of 25 loaded into a car. The incentive doesn't apply on "small" cars—such as standard hoppers—because they just won't hold even 25 units. But the shipper who loads one of the big special cars to their 35-unit capacity, ships, in effect, two units free. Or, if he prefers to figure it this way, he gets about a 6% reduction on the entire load.

For shippers—and public, too—there's the added advantage that saw mill slabs which were once burned as useless waste now can be profitably used, and provide new and remunerative rail traffic into the bargain.

Development of the present specialized chip cars involved four steps:

(1) Standard 70-ton hopper cars—rejected because they carry too little; only 2,678 cu ft.

(2) Standard 70-ton hoppers with sides raised by 5-ft "skirts"—rejected because, by Southern standards, the unsatisfactorily small load of 4,448 cu ft resulted in a loss operation. Fifty of these cars are still in use, but "someday," says the Southern "we'll get rid of them."

(3) A new and larger car, standing 17 ft above top of rail, 49 ft 2 in. long, and 11 ft wide inside, with a capacity of 6,750 cu ft.

(4) A modification of No. 3, standing 16 ft 3 in. high, 54 ft 9 in. long, 11 ft wide, and holding 6,800 cu ft.

One hundred cars of each of the last two designs are in operation today. They are essentially similar, and both are eminently satisfactory. But for future use Design No. 4 will be the Southern standard, because its slightly lower height makes it usable anywhere on the railroad. The earlier and higher design is restricted at some points by tunnel or other overhead clearance limits.

Both (3) and (4) are, essentially, ultra-high-sided gondolas with open tops for gravity loading, and longitudinal bottom doors for gravity unloading with a special Southern-developed unloader boom. Technically, they represent an entirely new design in freight cars, with new sides, special doors, 70-ton trucks, steel wheels and roller bearings. Because their intended lading, while bulky, is not heavy and stands in a vertical face, and the cars aren't shaken, the raised sides are made of light (11-gage) steel, braced across the top by angle irons.

For loading, the cars are spotted under overhead chip conveyor belts at the originating chipping points, many of which can load two or three cars simultaneously. For unloading, they are spotted over underground conveyor pits already in service at the destination paper mills, and the chips (which pack solidly in transit) are literally plowed out of the car by the special unloader.

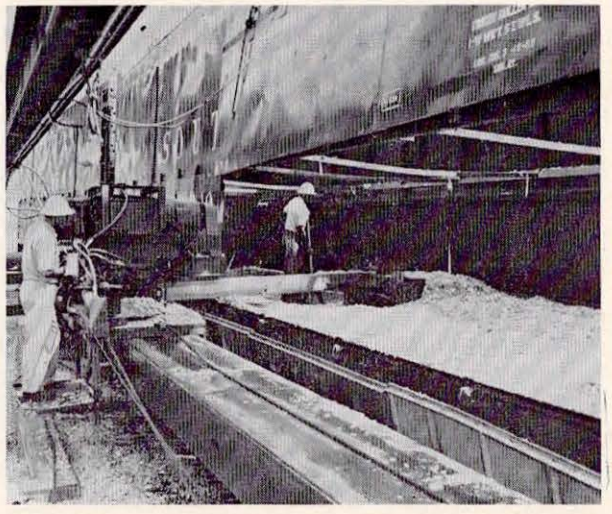
That, essentially, is a swiveling arm mounted on a special boom which travels alongside the chip car on a track made from an old freight-car center sill. The arm is normally operated at about a 45-deg angle to the boom, but this may be varied as necessary. For final clean-out, a light sweeper, like a small bulldozer blade, is attached to the end of the arm. Normal time for complete clearing of a car is 30 min—and could be less than that if the pit conveyor can clear chips out of the underground pit as fast as the unloader dumps them into it.

The unloader is not patented, and the Southern will make its design available to any potential user. The cost of the unloader is quickly recoverable from the incentive reduction in freight rates and savings in number of cars handled.

For unloading, the two unloading doors at the bottom of each side of the car are raised by bars or cables attached to outside lugs at each end of each door and operated by small overhead electric hoists. Any or all the doors may be raised at the same time.

Biggest single user of the new cars, up to now, is the St. Regis Paper Co., which loads about 12 a day from Fargo, Ga., to its Kraft paper mill at Jacksonville, Fla. Champion Paper Co. began a major use of the car about August 1. The cars are intended primarily for local service on the Southern's own lines, but will be sent off-line if necessary to load chips for on-line mills.

3 FOR UNLOADING, cars are spotted over underground pit, longitudinal bottom doors are raised by overhead electric hoists, and chips are literally plowed out by swiveling arm of traveling unloader specially developed by the Southern.



4 TOTAL UNLOADING TIME is 30 min. or less; governing factor is ability of pit conveyor to clear chips out of pit as fast as unloader clears them out of car. Small bulldozer-like blade on end of unloader arm is used for final clean-out

3,000 new L&N cars will roll on Southern cast steel wheels

Shown above is one of a record-breaking order for 3,000 Louisville & Nashville cars, rolling out of the Bessemer, Alabama, shops of Pullman-Standard Car Manufacturing Company. All of these modern new hopper cars will be equipped with Southern cast steel wheels.

More and more roads are continuing to specify Southern cast steel wheels for new cars and for maintenance. Southern cast steel wheels are easily bored and mounted. They are precision machined—hubs, bores, flanges, treads—and are delivered in three tape sizes or less.

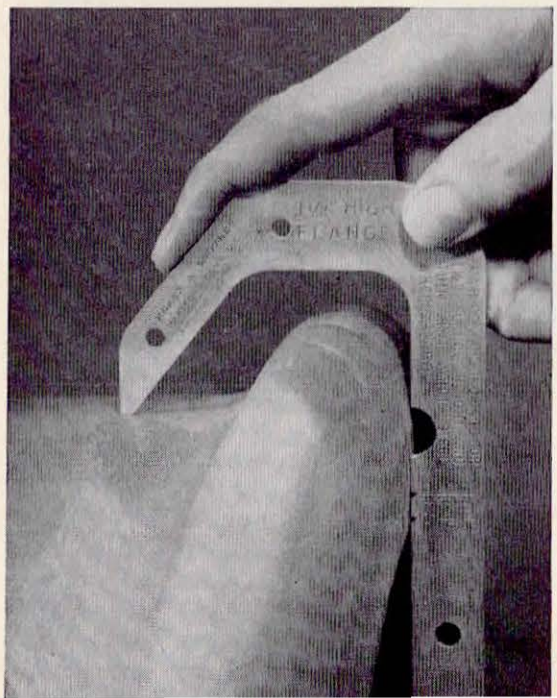
Southern cast steel wheels can roll up substantial savings for you every mile they travel. American Brake Shoe Company, Railroad Products Division, 530 Fifth Avenue, New York 36, New York.

A-3001

AMERICAN Brake Shoe COMPANY

Quality products cut your ton-mile costs

Precision machined Southern cast steel wheels are inspected with standard steel wheel gauges.



Why RRs Want to Diversify

Freedom for railroads to engage in other forms of transportation would give shippers improved, more efficient service and strengthen common carriers. whose position is now being dangerously eroded.

	What RRs Need	How RRs Would Gain	How Shippers Would Benefit
1	Permission to operate truck lines—without existing restrictions	Economies from fewer handlings; a halt to LCL erosion	Faster, more economical service available from railroads
2	The right to engage in air transport	Opportunity to use their experience and ingenuity in providing new forms for fast handling of package freight	Incentive for goods to move by the form of transport that best fits, thus minimizing total transport costs
3	Freedom to operate barges on inland waterways	End to loss of traffic in bulk commodities, with opportunities for ingenuity in rail-barge coordination.	Widened availability of transport facilities built with tax money—no longer restricting them to favored carriers
4	The opportunity to provide "department store" transportation — by any and all methods	With all modern transport tools available to them, railroads would no longer be "sitting ducks" for sniping by protected competitors	Increased assurance of solvency and efficient service by railroad common carriers — vital to the shipping public in peace or war

By GEORGE L. BULAND

Vice President and General Counsel, Southern Pacific

It is in the national interest—and in that of shippers and receivers of freight—that any company in the transportation industry should be permitted to provide the form of transportation best suited to the needs of shippers. Such carriers should be subject, of course, to regulatory requirements applicable to all. There should be no special restrictions hampering any carrier's full use of advancing techniques and changing transport facilities.

Freedom for railroad companies to engage in other forms of transportation would promote the economic health of what has been described as an "ailing industry"—although certainly this industry is one required for the nation's welfare in peace and in war.

The ability of shippers to have their transportation needs supplied by a single transportation company would promote better and more economical service.

The confused and artificial situation as to the operation of highway transportation by railroads and their motor-carrier affiliates would be clarified, and unwarranted discriminations and burdensome handicaps eliminated. Thereby, economic waste—and service restrictions burdensome to shippers—would be avoided.

Restrictive legislation lim
road participation in other
forms came from fear o
monopoly." Monopoly is a
relative strength and ability
As our economy grew a
forms of transportation ca
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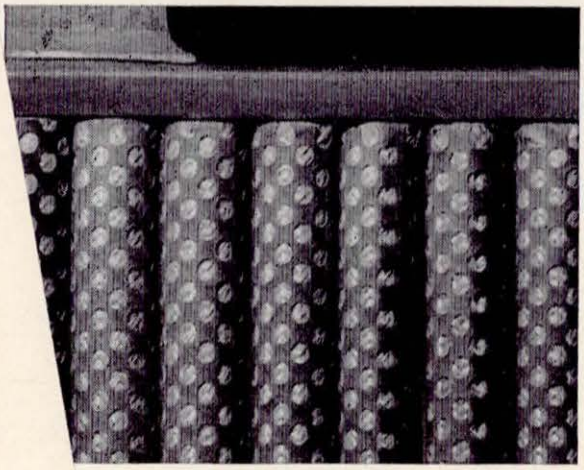
WANT TO BE MONEY AHEAD?

Get Exide-Ironclad for your diesels



…rs and never been equaled. Exide first intro-…he now-famous Exide-Ironclad tubular positive …ttery 50 years ago. All this time, users have …tly proved its superior power and greater economy. …provement is the armored porous tubing shown … packs more power into every plate . . . extends …

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is much greater than that of the railroads. The total value of transportation service rendered by common and private motor carriers in intercity operations substantially exceeds railroad revenues. Thus, measured in dollars, the railroads are a minority factor in freight transportation in the United States, and their share continues to decline.

The railroads have cause for concern about this trend. With personnel trained in transportation, it is natural and proper that they should wish to participate in offering all types of transportation desired by the public. They want to make use of technical advances which are continually changing forms of transportation, and to participate in the use of transport facilities that have been provided by the government.

Under existing law, as interpreted by the regulatory authorities, there has been practically no participation in air transport by railroads or railroad affiliates.

At present, there is little railroad participation in water transportation. Railroads once had substantial water-carrier operations, and they have used motor transportation, since its development, in one way or another, as an essential component of, or a substitute for, rail service.

When we examine transportation by motor carrier, we are struck by the fact that the greater part of the intercity service is rendered by carriers not subject to regulation by the ICC. Of approximately 260.9 billion intercity ton-miles of highway transportation in 1957, only about 84.3 billion, less than one-third, were carried by truckers operating under ICC authority.

It is thus apparent that the real threat to the regulated trucker is the unregulated for-hire carrier and private trucking. The share of the motor carrier business enjoyed by railroads and their affiliates is so small as to constitute no threat of monopoly. It isn't even great enough to make the railroads effective competitors in this field.

The fact that railroads are in this relatively minor role as truckers is due in large part to the regulatory law's restrictive provisions and to administrative and judicial interpretations of the law. Prior to adoption of the Motor Carrier Act of 1935, which is Part II of the Interstate Commerce Act, the ICC looked with favor upon the railroads engaging in highway transportation. That act, however, placed a restriction upon the right of another type of carrier to acquire an independent motor carrier—although then-existing highway operations of such other carriers, including the railroads, were protected by a "grandfather clause."

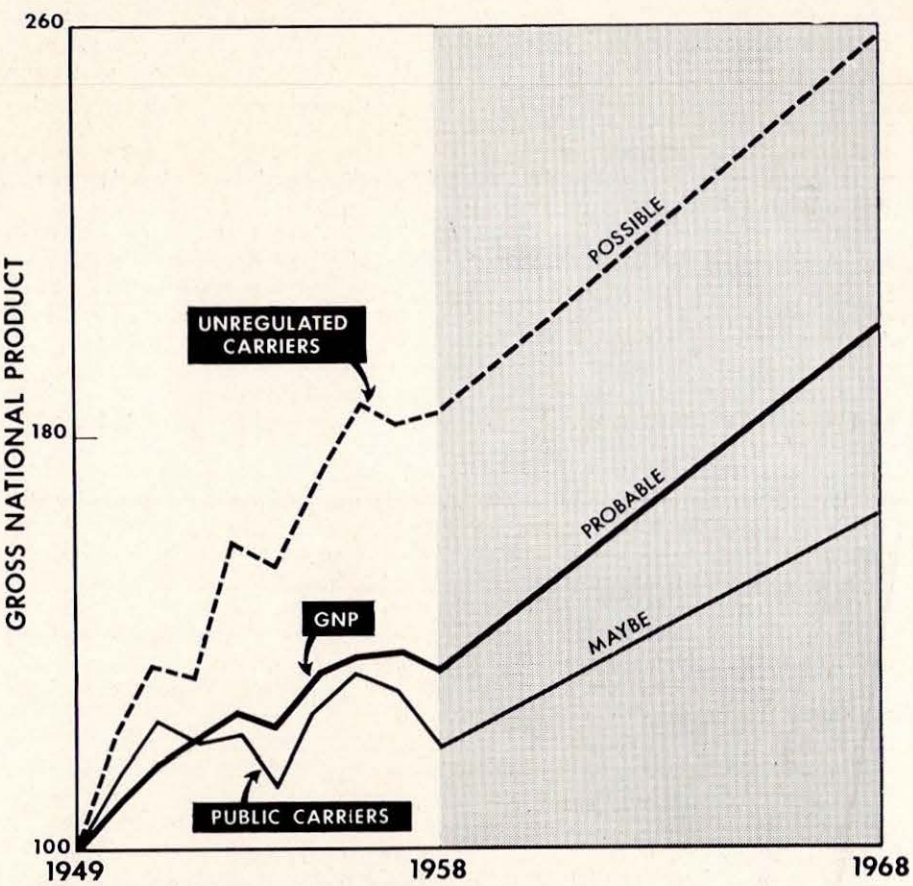
The restriction stipulated that, before the ICC approved acquisition of a motor carrier by another type of carrier, it must find that the transaction "will promote the public interest by enabling such carrier to use service by motor vehicle to public advantage in its operations and will not unduly restrain competition." When this provision was transferred to Section 5 of the Interstate Commerce Act (by the Transportation Act of 1940), the restriction was changed to apply only to acquisitions of motor carriers by railroads or railroad affiliates. The evident intent of Congress was to prevent domination of truck transportation by railroads.

This provision is the only direct legislative expression calling for restrictions on railroads engaging in highway transportation. The language is general, and there is no express restriction upon railroads engaging in motor carrier operations. It remained for the ICC, in a series of decisions, to apply the general language in such a way as to establish a settled pattern for the burdensome restrictions now usually imposed upon railroads or their affiliates with respect to highway transportation.

Early commission decisions did not restrict certificates issued to rail-affiliated motor carriers in new-operation cases.

They also afforded some support for the view that the restrictive provisions were satisfied in control cases if operations were confined to stations on lines of the interested railroad. In later decisions, however, the commission concluded that, as a general policy, the motor carrier service could be authorized only if it were supplementary or auxiliary to rail operations of the applicant railroad, and that this could be assured only by inclusion of conditions in approval orders and certificates.

Five restrictive conditions have become standard although the statute itself certainly does not require them. These restrictions say, in effect, that all traffic handled by a rail-affiliated trucker must move on rail rates and billing; that no point not a rail station may be served; and that either the shipments must have a prior or subsequent rail



PUBLIC CARRIERS ARE FALLING BEHIND the growth of the national economy; unregulated carriers are expanding far more rapidly. This chart—prepared by the Transportation Association of America—tells the story for 10 years past; predicts it for 10 years ahead. Gross national product, TAA shows, increased 35% between 1949 and 1958. Total freight traffic kept pace. But public carrier traffic increased only 21%; unregulated carriers gained 86%. National output is expected to grow about 3.5% a year over the next decade. That would generate a lot of new traffic. But public carriers won't get much of it unless the growing trend to private carriage is sharply altered by changes in regulatory policy.

haul or they cannot be trucked between or through specified "key points."

The process by which the commission reached the conclusion that the same restrictions should be applied in new-certificate cases is traced in *American Trucking Associations v. United States*, 355 U.S. 141. This case, incidentally, held that the ICC was authorized to depart from its practice of imposing restrictions where "special circumstances" prevail. A review of commission decisions indicates that application of the "special circumstances" exception is pretty well confined to cases where the business is unattractive to other truckers.

There was no compelling reason for the ICC to take such a restrictive position as it has. However, it did so, and it now insists that its interpretations have become a part of its policy; that they have been sustained by the United States Supreme Court; and that legislation is needed if they are to be changed.

Divergent positions of state regulatory bodies and variations in ICC rulings have resulted in highway operations of the railroads being conducted under a hodge-podge of limitations.

State laws usually make no distinction between rail-owned motor carriers and independents. Thus, rail affiliates can move intrastate traffic under the same conditions as their competitors do. Rail affiliates which were offering all-motor services when the Motor Carrier Act was passed have "grandfather" rights to carry on without restrictions. After passage of the Motor Carrier Act—but before present commission policy was crystalized—the ICC issued some unrestricted certificates to rail affiliates. And the commission still occasionally approves unrestricted new operations by rail affiliates where "special circumstances" are found to exist.

Where rail-affiliated operations are restricted, the extent of the restrictions is largely dependent upon what the thinking of the commission was at the time the railroad's trucking application was acted upon. In some operations, such as the hauling of mail or "exempt commodities," operating authority is not required, and railroad affiliates are there free to operate without restriction. Trucking of mail by rail affiliates is common. Trucking of exempt commodities is not.

It is sound philosophy that corporations should be free to engage in economic activities which serve the public and are profitable—unless contrary to some controlling policy consideration. All transport companies, other than railroads, enjoy this freedom to diversify.

The restriction on railroads is particularly galling when it applies to the use of highways, airways and waterways, which in large part have been built by the expenditure of public funds to which the railroads have contributed.

The 1958 Transportation Act came out of Congress' consideration of the "deteriorating railroad situation," and it reflected Congress' belief that a healthier railroad industry was highly important in the national interest. Permitting railroads to diversify their operations would strengthen them financially and arrest the decline in railroad employment.

Many heavy and bulk commodities formerly handled exclusively by the railroads are now moving by water or pipeline. Much of the lighter-loading and higher-rated traffic is moving by truck. The railroads, most versatile and necessary of all carriers, are left to handle a diminishing residue. The public interest calls for their preservation and that would be promoted by permitting them to attract traffic by furnishing transportation of any kind required by shippers.

The fallacy of restricting common ownership of different forms of transportation becomes more clearly apparent as the transportation forms become coordinated. This coordination has been greatly facilitated by piggyback and container operations which are growing rapidly.

'Coordination' Not the Answer

Where there is coordination between rail and highway service, it makes little sense to say there may not be common ownership. It is not true, as sometimes claimed, that objectives sought through common ownership can be attained through coordination based on joint rates between railroads and independent carriers of other types. There is no more reason why the truck and rail part of a single movement should be under different ownership than there would have been to have compelled Henry Ford to assemble his automobiles from parts furnished by other manufacturers instead of constructing these parts himself.

Any fears that Congress may have had in 1935 that the railroads would be able to dominate the motor carrier field are now without foundation. The country is well covered by certificated motor carriers. Opportunities for railroads to acquire new certificates or purchase independent highway operators would be limited. The ability to turn to contract carriage or perform their own trucking affords shippers effective protection against any possible monopoly of highway carriage.

Freeing railroads from the restrictions would put an end to distressing economic wastes. These arise because the restrictions leave railroad trucking operations with such disadvantages as unused vehicle capacity, unbalanced traffic, exclusion from profitable long-haul traffic, non-competitive or inappropriate rates, inability to serve all points on a route, and confusion between interstate and intrastate traffic.

Why, under such restrictions, does a railroad have any interest in engaging in motor transportation? A quick answer is that many progressive railroads think they must offer highway service to hold and develop rail traffic. The ICC, governmental committees and others have urged the railroads to make use of highway transportation, but the restrictions make it difficult for a railroad to realize a reasonable profit from highway operations.

Railroads desiring to engage in water transportation have been singled out as the only transport agency subjected to special restrictions. These restrictions, contained also in Section 5 of the Interstate Commerce Act, were made law initially as part of the Panama Canal Act of 1912. They prohibit railroads from having any interest in water operations through the canal. Elsewhere, a railroad interest in water operations is prohibited if there is a possibility that the railroad-owned water carrier would compete with the railroad—except that the ICC may grant relief if it finds that the railroad interest will not prevent the water carrier "from being operated in the interest of public," and that it "will not exclude, prevent, or reduce competition on the route by water under consideration." So railroad participation in water transportation has dwindled over the years. Today, it is very small.

If the restrictions were removed, railroads seeking water-carrier rights would have to comply with the Interstate Commerce Act's water-carrier regulatory provisions which were added as Part III in 1940. Billions of dollars have been spent by the federal government for inland waterway improvements, aside from the tremendous current outlays for the St. Lawrence seaway. There is a serious question as to whether it is in the public interest to continue to deny use of these relatively free facilities to carriers which have helped pay for them.

Competitors Are Diversifying

Railroads should be able to make use of the waterways on the same terms as their water-carrier competitors. These competitors are commencing to diversify. A large barge line recently announced that it would apply to the ICC for permission to purchase a trucker engaged in the transportation of automobiles in 11 western states. As such coordination develops, the railroads will be handicapped if they cannot get into water transportation on a parity basis

with motor carriers. The conditions no longer exist which, decades ago, gave rise to fears that railroads might monopolize water transportation.

Restrictions on surface carriers engaging in air transportation are now in Section 488 (b) of the Federal Aviation Act of 1958. They are similar to those in the Motor Carrier Act.

The Civil Aeronautics Board has stated that Congress intends railroad and water-carrier participation in air transport to be subject to rigid limitations. Following through on that basis, CAB has virtually excluded surface carriers from air transport.

Air carriage is the fastest growing form of transport in the United States. As it continues to grow, it will take high-value freight away from surface carriers. And it will place increasing reliance on these surface carriers, particularly in the gathering and distribution of freight to and from airports.

Railroads do not believe it is in the public interest for CAB to persist in its inflexible commitment to a policy of keeping absolute separateness of ownership between surface and air carriers.

Whatever validity regulatory legislation based on "railroad monopoly" may have had 20, 30 or 40 years ago, the reasons for such restrictions have now disappeared. Over the years the concept has persisted among regulatory bodies that different kinds of freight fall naturally into different "spheres," and, accordingly, each form of transport was to be developed around the kind of freight that fell naturally into its sphere.

In view of today's technological changes, there is not now, if there ever was, any natural selection of a carrier to be made on the basis of the nature of the freight. It does not matter what is in a container, such as a truck trailer. The problem is how to move that container most economically from origin to destination, and how to give the shipper the kind of service he wants. In one case it may be an all-rail movement with terminal truck handling; in others, it may be an all-truck movement or a combination of line-haul rail and line-haul trucking.

In order for our common carrier system to survive, common carriers must do a better job for the shipping public than private transportation does. Unless common carrier transportation companies are allowed full use of whatever tools technology makes available, then they cannot offer the quality of service available by private transportation because there are no restrictions whatever on private carriers. If the nation wants continued good service from its common carriers, then it must allow them to offer any type of transport under fair and just regulation which is applicable to all carriers alike.

Diversification Means Better Service

By WAYNE A. JOHNSTON

President, Illinois Central System

The Illinois Central operates truck service on highways paralleling 4,500 miles of our railroad, and serving four out of five of our freight stations. We inaugurated this service 20 years ago—to handle package freight, in substitution for slower peddler car operation. This truck service has enabled us to serve our customers more satisfactorily and more economically than we could serve them by rail service alone.

However—because the Illinois Central is a railroad—the Interstate Commerce Commission has imposed so many restrictions on our truck operation that we are unable to provide our patrons with anything like the benefits from this service, of which it is physically capable.

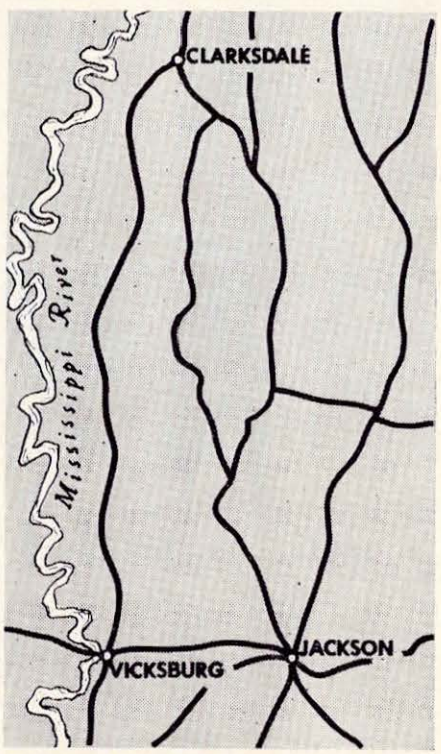
We are restricted to service which is supplemental to our rail service. We are permitted to serve only points which are stations on our railroad. The shipments we haul in our trucks must be carried at railroad rates under railroad bills of lading. Much of the freight we carry in our trucks must have a prior or subsequent haul by rail. We cannot move shipments in our trucks between "key points," of which there are 27 on our railroad. There is a great deal of traffic which we cannot afford to handle by truck at all—because of the prior or subsequent rail haul restrictions, and the key point restrictions.

To see how these restrictions operate to our disadvantage—and to that of our customers—take a look at the map. We have a truck which operates daily from Jackson, Miss., westward to Vicksburg (50 miles)—thence northward another 144 miles to Clarksdale. When interstate freight arrives at Jackson destined to points north of Vicksburg on our truck route, we are not allowed to load this freight in our truck at Jackson—carrying it through to destination the same day. Instead, we have to load the freight into a freight car at Jackson and move it to Vicksburg by rail. Then, at Vicksburg, we can load it into our truck for movement northward.

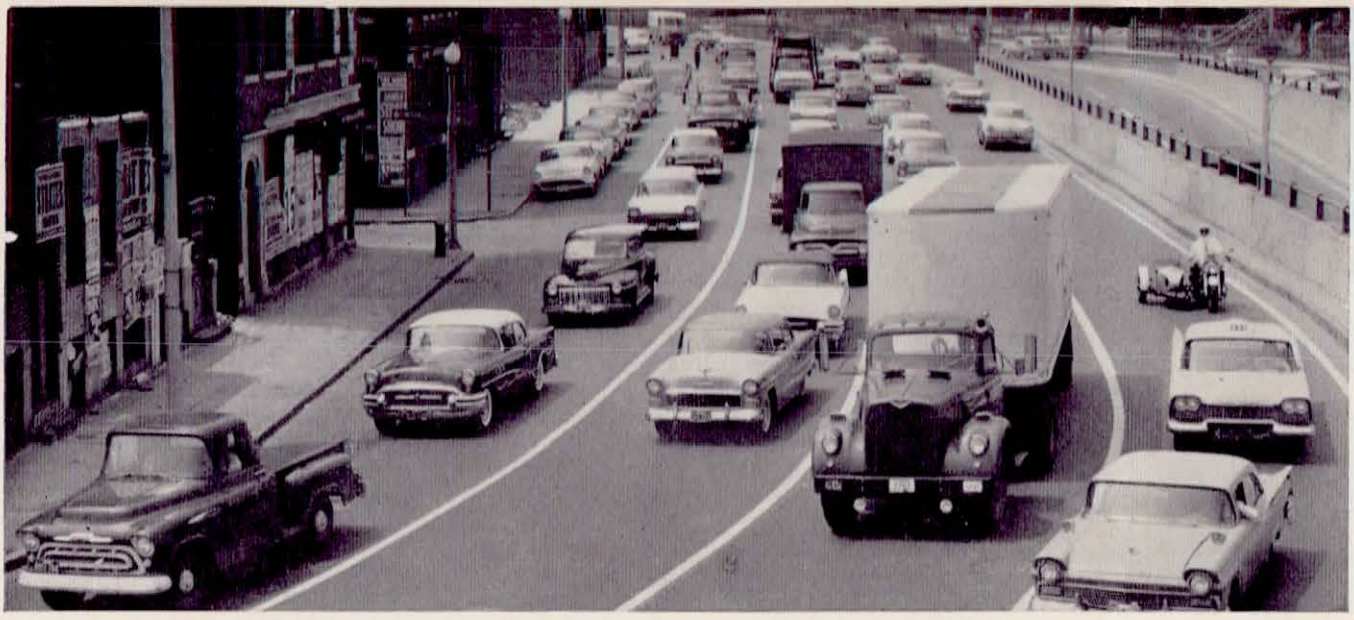
This requirement for rail haul between Jackson and Vicksburg delays the freight at least 24 hours in reaching its destination. Moreover, the restriction forces us to handle the freight physically on two additional occasions. That is to say, we have to load the freight into a freight car at Jackson and unload it at Vicksburg. Then, at Vicksburg we have to load the freight in the truck for delivery along the line toward Clarksdale—and, at destination, the freight of course has to be unloaded. To get this freight from Jackson to destination on the Vicksburg-Clarksdale route we have to handle the freight four times, whereas two times would suffice, except for the restrictions placed upon our operation of trucks. The delay and extra handling are an inconvenience to shippers and receivers—and costly to the railroad. Regulation which makes transportation service less convenient and more costly than it is by nature certainly does not constitute regulation in the public interest.

This instance of how restraints on our operation of trucks prevent best

(*Continued on page 29*)



ILLINOIS CENTRAL can truck from Jackson to Vicksburg; from Vicksburg to Clarksdale—but **not** from Jackson to Clarksdale via Vicksburg.



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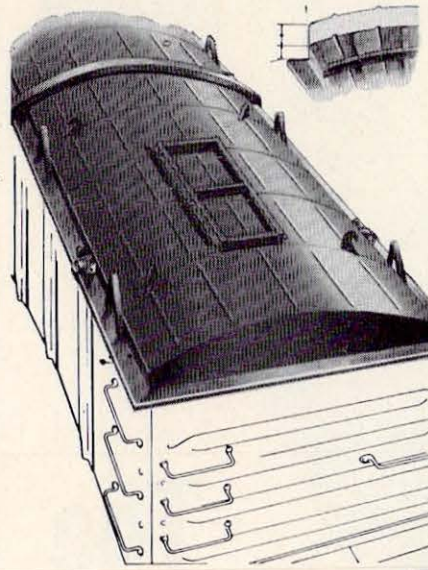

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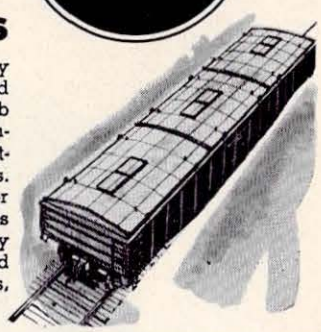

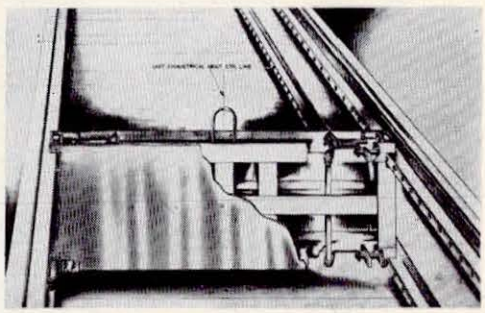

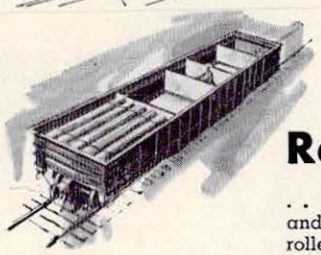

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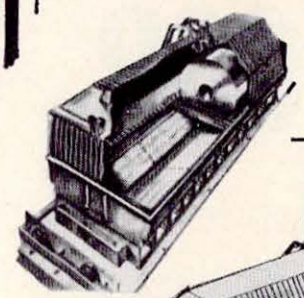

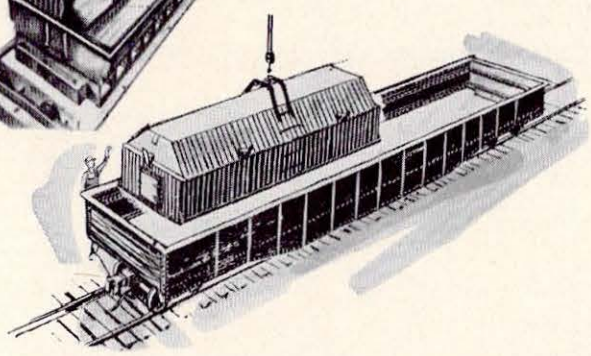

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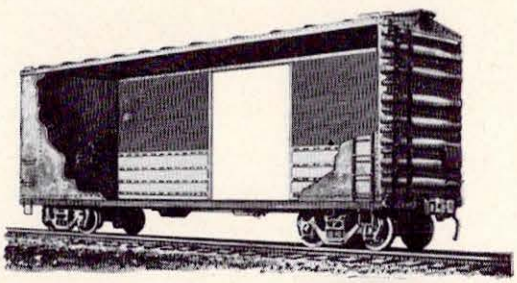

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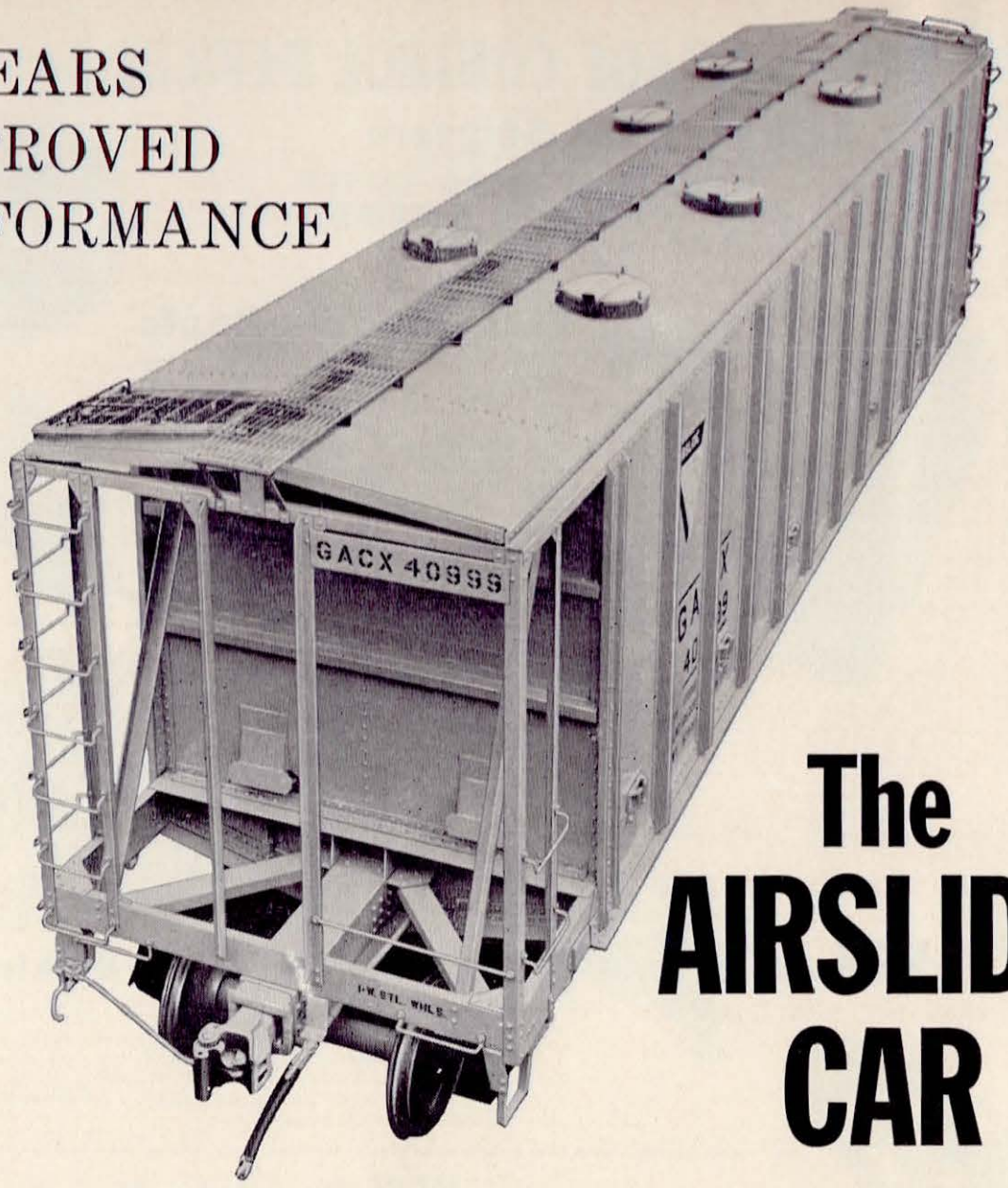

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possible service is not an isolated case. Similar situations exist all over our railroad—and prevent our providing shippers and receivers of freight with the fast and economical service of which we are capable.

This limited and restricted truck service has failed—as might have been expected—to halt the steady erosion of our LCL tonnage. In 1930 we handled almost 1½ million tons of LCL. In 1958 our LCL tonnage had dropped to less than one-fifth of the 1930 figure. The limitation placed on our use of trucks is costly to our railroad. It is costly to our customers. It benefits nobody except the competing carriers who are not restricted the way the regulators restrict the railroads.

The increased volume and quality of the service rendered by our motor carrier competitors—who are not restricted as we are—has enabled them to make inroads on our carload traffic, such as petroleum and products, iron and steel, automobiles, grain, cotton, fruits and vegetables, and canned goods. This trend is bound to continue unless we are permitted to improve the quality and economy of our service—which is impossible as long as present restrictions on our highway operations persist.

Just what legitimate purpose is served by these limitations on our right to serve our customers efficiently and promptly? The Illinois Central has been providing transportation for Mid-America for more than a century. Why should we be denied the right to make full use of efficient new transportation tools when they come along, adapting them to augment our service by rail?

In 1946, the Illinois Central, through its subsidiary, the Mississippi Valley Transportation Company, applied to the Civil Aeronautics Board for authority to engage in air transportation as an air freight forwarder in domestic and international service. The board, however, denied our application—as well as applications which had been filed by other railroad affiliates.

Air freight is a relatively new but fast growing service. Wearing apparel, pharmaceuticals, and cut flowers are just examples of commodities which are now largely moving by air. The competition of air companies handling cargo will become more and more acute. Unless the Illinois Central and other railroads are permitted to meet such competition by providing air freight service themselves—then further inroads will be made, not only into their package freight, but into much high-value carload freight as well.

Does the fact that a railroad has faithfully served its territory with the best available transportation service for over a century constitute a valid argument against allowing it to keep its service up-to-date by adopting new methods and devices?

Of all large railroads in the United States, the Illinois Central probably has more competition than any other from barge operations—since our lines are paralleled throughout by rivers, made navigable and kept navigable at enormous expenditure of tax money. As a result a great deal of traffic has been diverted from our railroad to the rivers—petroleum and its products, iron and steel, sand, gravel, crushed stone, bituminous coal, grain and soybeans. Of these, the largest item from the standpoint of tonnage is coal, much of which originates on our railroad and which we are forced to turn over to our barge competitors.

There are limits beyond which we are unable to go in preventing the loss of traffic by rate adjustments and improvement in our service. The only way by which we can counteract much of this continuing erosion is to get into barge operations ourselves, and offer this service for that traffic which can be most economically handled by barge. Very great difficulties would be encountered, however, were we to seek to institute such operations, because of the special burden of proof which the Panama Canal Act of 1912 places on railroad applicants for operating rights in such a case.

The Illinois Central has been providing transportation service since 1851. Technological changes, advances in the transportation art, and extensive government promotion and subsidization of late-comers in the transportation business—all this has resulted in some services which we perform by rail becoming obsolete and outdated. For various reasons, such as speed or economy, shippers find that service by rail satisfies only a part of their need for transporation—and, at that, a constantly declining part. As transportation and merchandising methods change, as truck and air transportation develop, as more and more public money is poured into highways, waterways and air transportation facilities, we railroads find ourselves simply sitting ducks, condemned to watching a large part of our former traffic moved by highway, by river, and by air. And still our service by rail is indispensable to the nation. To keep offering it and doing the job with ever increasing efficiency, we must be given the same opportunity that other Americans have of adapting ourselves to change. The only way we can do this under the system of private enterprise is to be permitted to keep up with these changes; to permit us to transport freight using whatever tools will best meet the needs of the shipper.

The flight of much of our traffic to other forms of transportation in which we are largely forbidden to engage has resulted in our know-how and facilities lying to a large degree idle, which means higher unit costs. If we had been able to retain much of the revenue we have lost—by being ourselves allowed to operate other media of transportation—undoubtedly a great deal of the post-war railroad general rate increases would not have been necessary. The artificial and arbitrary restrictions on railways' adoption of innovations in the art of transportation have been costly to our customers as well as to the railroads. They have injured rather than advanced the public welfare. I believe all shippers and receivers of freight and responsible citizens generally should join the railroads in seeking the complete repeal of all such restrictions.

N. J. Rail Plan Wins Support

Support for Gov. Robert E. Meyner's railroad-aid plan is mounting in New Jersey.

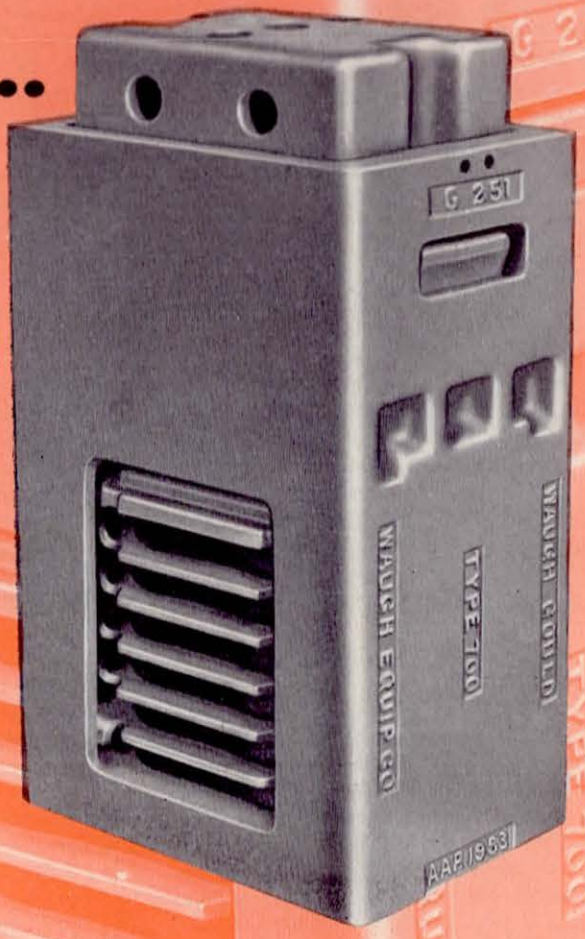
At State Senate hearings on a bill that would put the plan to a state-wide vote in November, only minor opposition developed.

Appearing in support of the referendum bill were State Highway Commissioner Dwight R. G. Palmer, a spokesman from the State C.I.O. Council, and representatives of commuter groups. All seven members of the Senate committee that held the hearing indicated that they would support the bill. The Senate will vote on the proposal this week.

The lower house has already approved the plan (RA, Aug. 17, p. 32).

Governor Meyner's plan would divert some $600 million in New Jersey Turnpike profits to the aid of distressed commuter railroads over a period of 30 years. The legislation now pending would call for a vote on an initial step in implementing the plan—the placing of the state's credit behind $430,000,000 in New Jersey Turnpike Authority bonds. After that, it would be necessary to win the approval of the bondholders.

GEAR OF THE YEAR...



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*Certified under A.A.R. Specification M-901-53, Waugh-Gould Type 700 Draft Gear has an official average capacity of 51,600 ft. lbs. at 2.62" average gear closure with average reaction of 1,006,200 lbs. Half travel capacity, 10,640 ft. lbs. or 20.6% of capacity at full travel.

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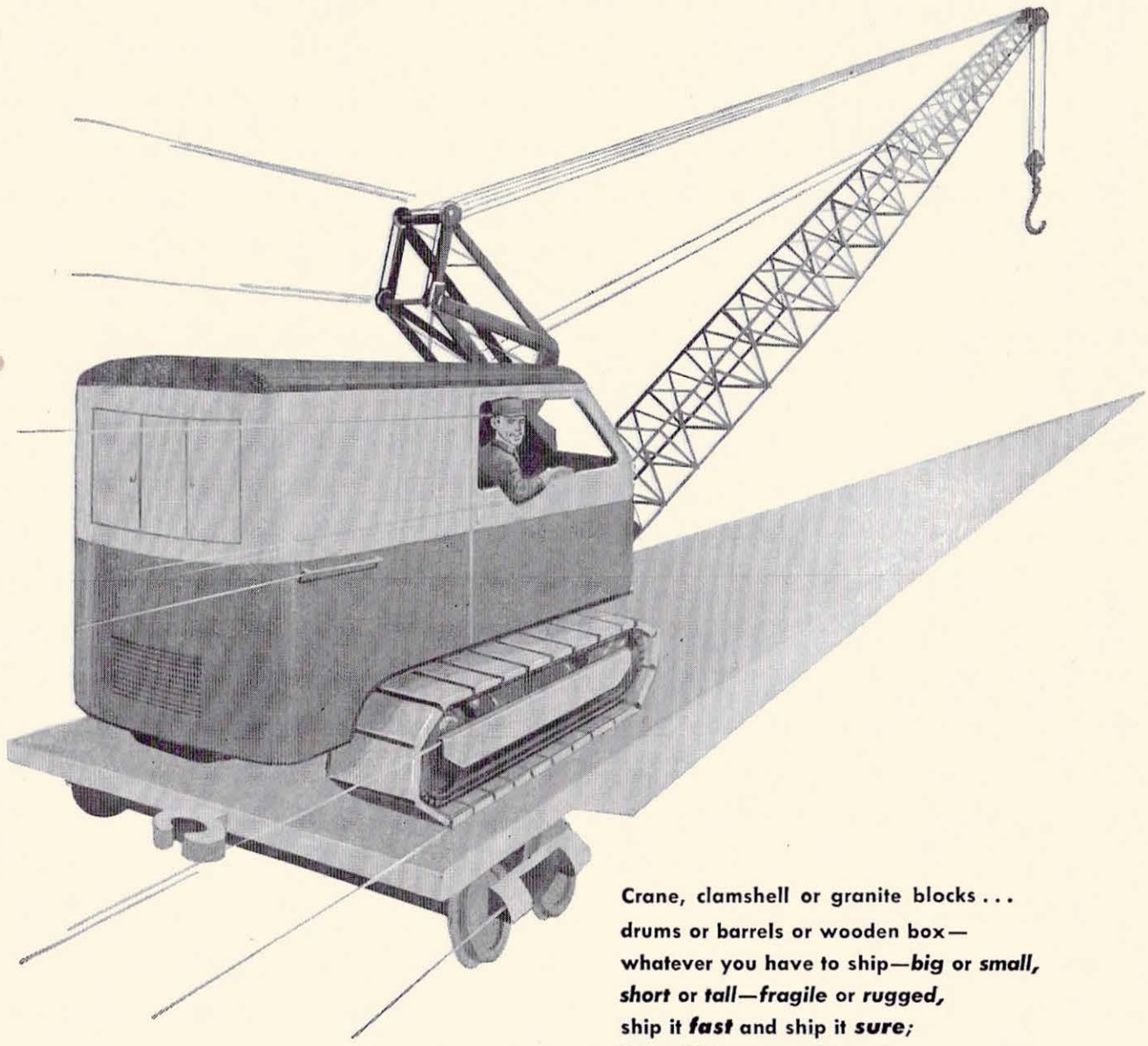
NEW YORK • CHICAGO • ST. LOUIS

Canadian Waugh Equipment Company: Montreal

SHIP IT ON THE FRISCO



Crane, clamshell or granite blocks . . .
drums or barrels or wooden box—
whatever you have to ship—***big*** or ***small,***
short or ***tall—fragile*** or ***rugged,***
ship it ***fast*** and ship it ***sure;***
SHIP ***IT*** ON THE FRISCO!

To, from or through the Southeast and Southwest—
425 powerful FRISCO diesels and a fleet of
25,000 cars speed your shipments to destination
safely, surely . . . on time!

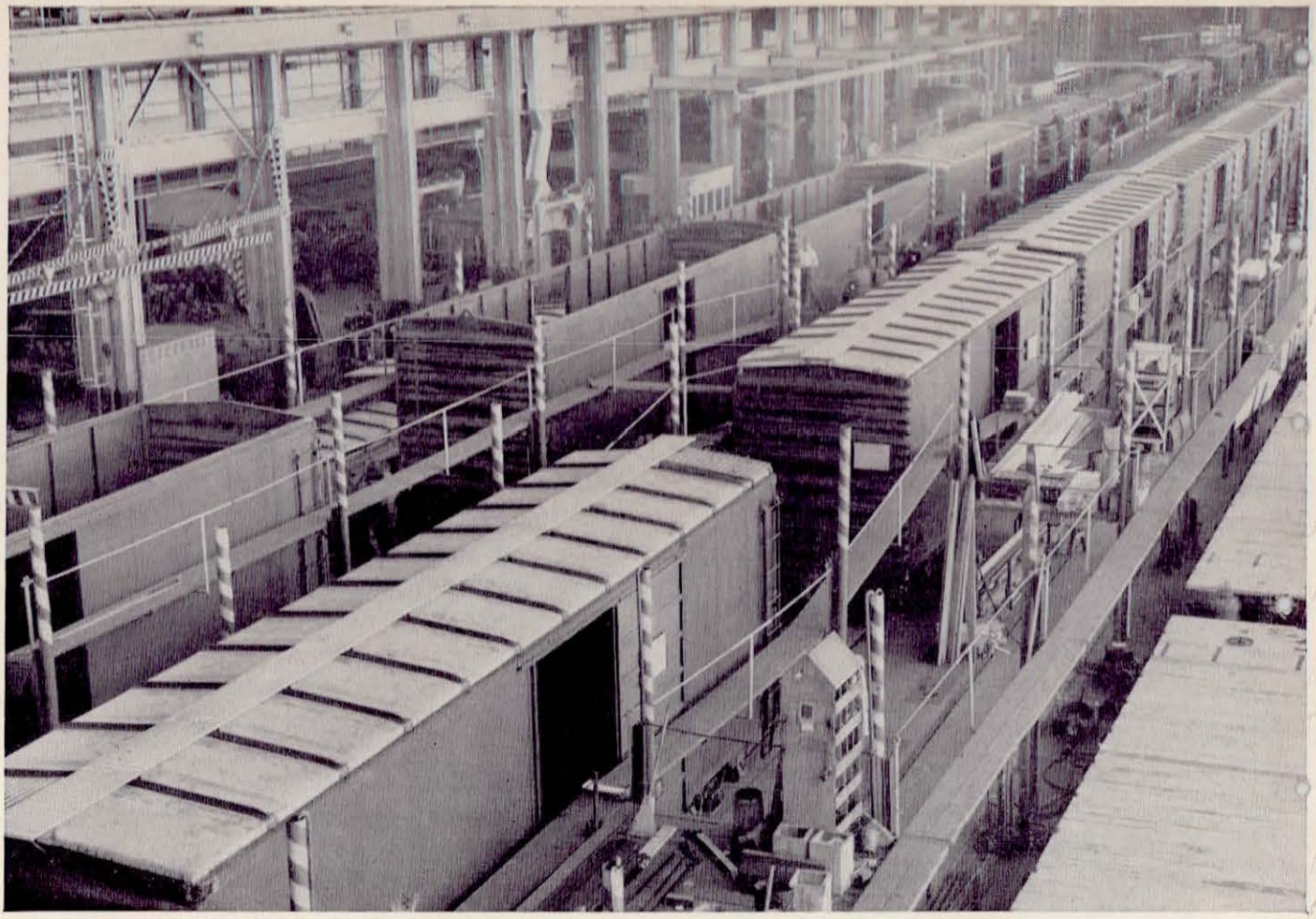
Your freight arrives when you want it . . . reaches its destination when it's due!

Call your FRISCO Sales Representative for that next shipment—he'll show you why it pays to *Ship **It** On the FRISCO!*

FRISCO

5,000 MILES SERVING:

MISSOURI • KANSAS • ARKANSAS • OKLAHOMA • TEXAS • TENNESSEE • MISSISSIPPI • ALABAMA • FLORIDA

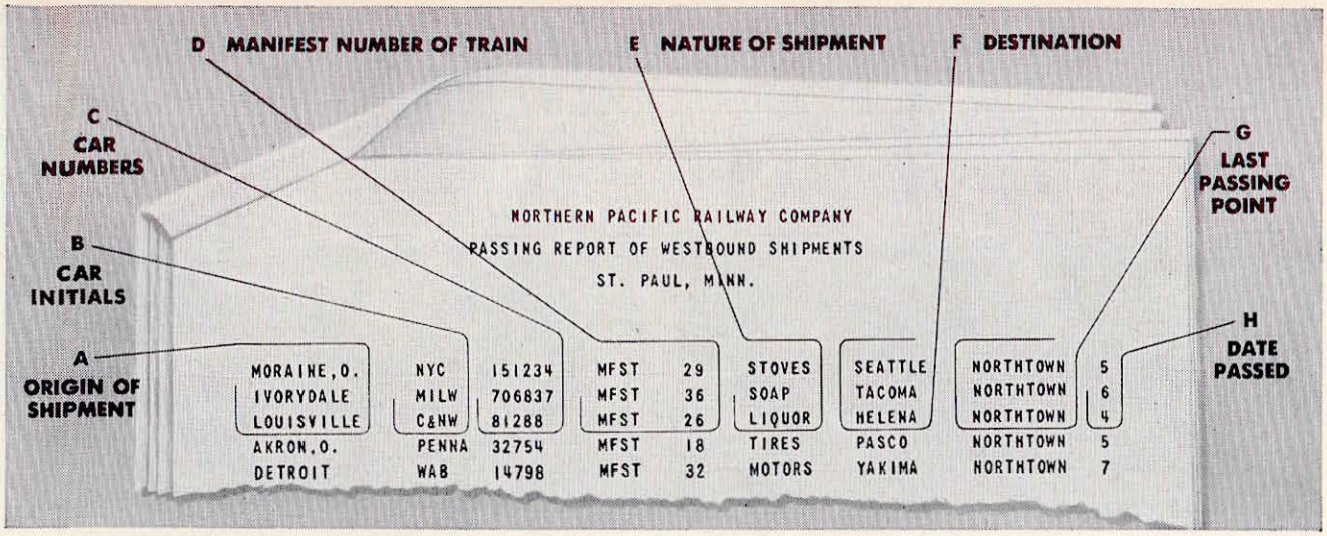


BOX CAR FIGURES tell the story of Northern Pacific's freight-car program. Total expenditure this year: $11 million. Before the year has ended, NP will have added 650 box cars, 200 heavily-insulated cars with damage-prevention equipment, 50 mechanical refrigerator cars, 50 TOFC cars and 99 covered hoppers to its fleet of freight equipment. Photo shows assembly line at company's Brainerd, Minnesota, car shop.

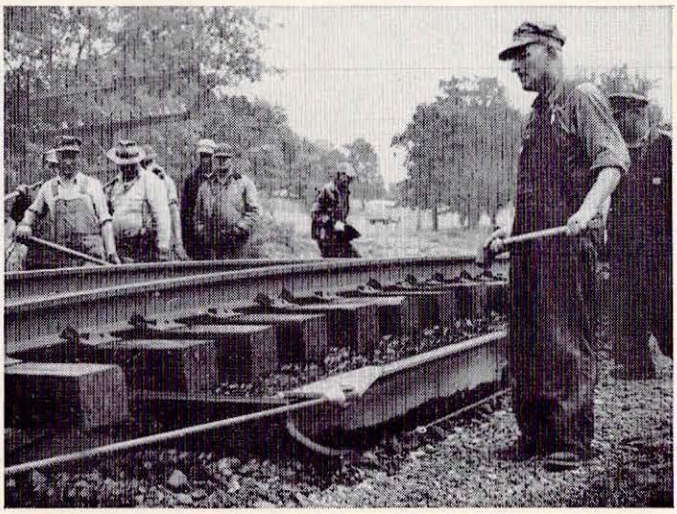
BROADER "PIGGYBACK" service now extends from Chicago to Seattle. Fourth morning delivery is offered between Twin Cities, Duluth-Superior and Seattle-Tacoma-Portland area; fifth morning delivery between Chicago and north Pacific coast points. Refrigerated trailers speed shipment of pork, beef and lamb.

If you have a shipping problem or are looking for a choice industrial site, chances are we can help you. For a quick reply, call your local NP traffic representative or write Otto Kopp, Vice President—Traffic, Northern Pacific Railway, St. Paul 1, Minnesota.

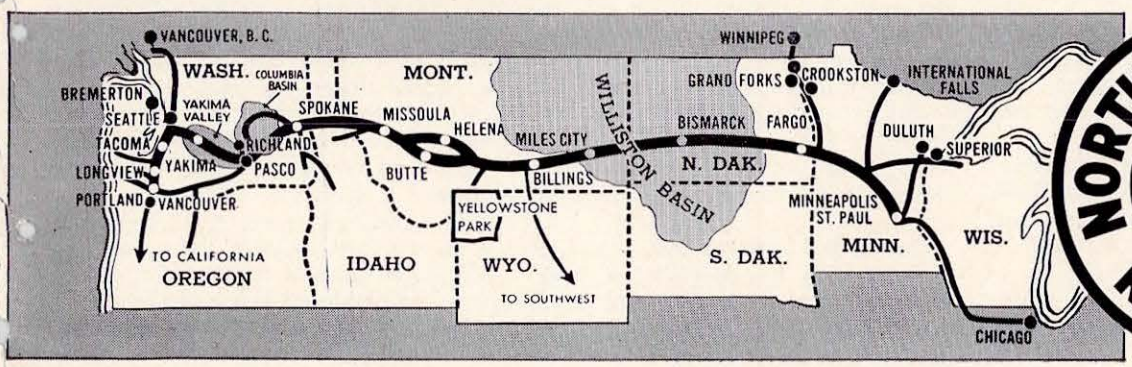
NORTHERN PACIFIC—really terrific!

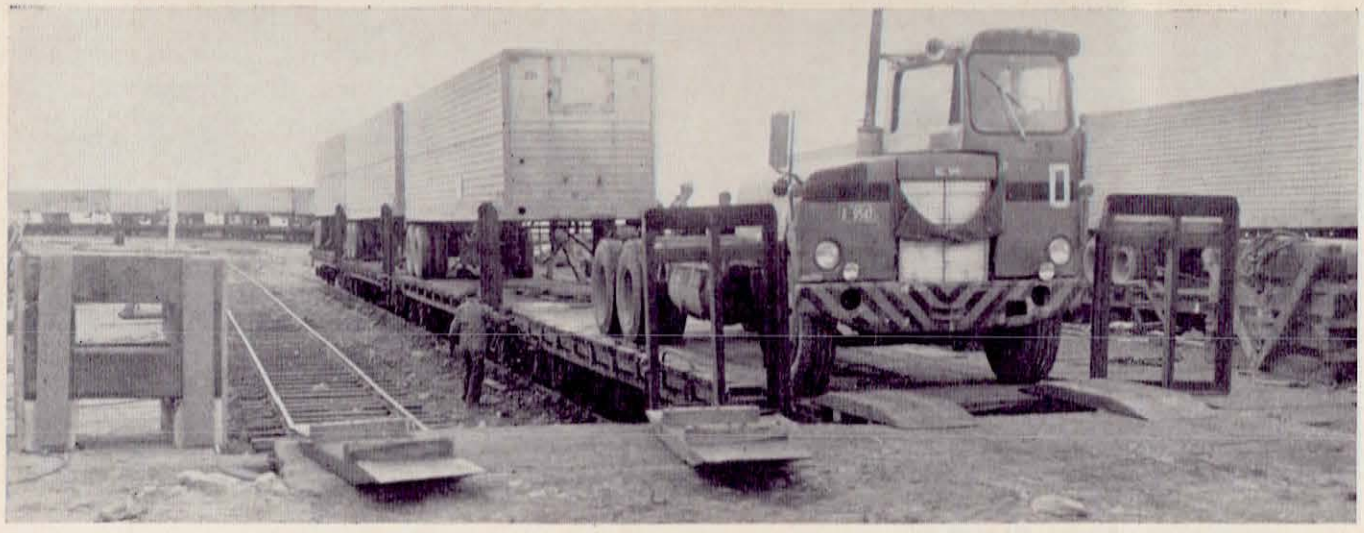

D MANIFEST NUMBER OF TRAIN
E NATURE OF SHIPMENT
F DESTINATION
C CAR NUMBERS
G LAST PASSING POINT
B CAR INITIALS
H DATE PASSED
A ORIGIN OF SHIPMENT
NORTHERN PACIFIC RAILWAY COMPANY
PASSING REPORT OF WESTBOUND SHIPMENTS
ST. PAUL, MINN.
MORAINE,O. NYC 151234 MFST 29 STOVES SEATTLE NORTHTOWN 5
IVORYDALE MILW 706837 MFST 36 SOAP TACOMA NORTHTOWN 6
LOUISVILLE C&NW 81288 MFST 26 LIQUOR HELENA NORTHTOWN 4
AKRON,O. PENNA 32754 MFST 18 TIRES PASCO NORTHTOWN 5
DETROIT WAB 14798 MFST 32 MOTORS YAKIMA NORTHTOWN 7

KEEPING TABS on freight shipments long has been a vital part of NP's service and these electronically assembled "Car-Tab" Reports have made information available to shippers more speedily than ever. For quick, accurate information about deliveries, just call your nearest Northern Pacific traffic office. Detailed data is issued every working day.



NO WAITING! Maintenance needs get prompt attention on NP. A continuing program keeps equipment and facilities in top operating condition. Here, a crew works on track ballasting. Streamlined method, pioneered by NP, uses a locomotive-drawn sled to skeletonize track and to plow new ballast under ties.





AT RAMP (foreground) highway tractor loads or unloads wing-mount-equipped flat cars.

This Is Piggyback, Alaska Style

By E. M. FITCH and R. H. ANDERSON*

"Piggyback" and "unit rail boxes" are magic phrases on the Alaska Railroad. This not-so-little rail carrier, belonging to Uncle Sam and operated by the Department of the Interior, pioneered containerized cargo in the 49th state long before statehood became a reality.

Shippers love it. Where vans and containers are used, loss and damage drops to almost nothing. Shippers save in packing costs. They are enthusiastic about the way shipments have been speeded up. Some won't ship via rail unless containers are provided. ARR officers are finding a new kind of Alaska "gold" in vans and rail boxes.

These same railroad men are quick to acknowledge their debt to steamship companies, motor carriers and the Military for promoting containerized transportation. The Alaska Steamship Company was using metal cargo boxes in 1949, wood cargo cribs in 1952, and controlled temperature van service, in conjunction with Garrison Fast Freight, in 1953. The U. S. Army Transportation Corps, with its Conex boxes, has beeen about the biggest container operator of them all. And, in a sense, truckers invented the cargo container in the first place.

While this is a form of transportation that everybody can be enthusiastic about, it does have its economic and engineering problems. But it is a partnership of steamship and barge lines, motor carriers, railroads, and even air carriers, all operating to provide the best, fastest and most economical service the transportation industry can offer.

Piggyback is a new and yet an old story. The recent revival of interest is merely a new chapter. Nowhere is that revival being pursued more aggressively than from Seward and Whittier on the Kenai Peninsula through Anchorage on Cook Inlet and on to Fairbanks in the interior of Alaska, 470 rail miles north of Seward and about 100 miles below the Arctic Circle.

On the Alaska Railroad piggyback movements were the joint product of the needs of ocean carriers, truck operators and the railroad itself. As far as the motor carriers are concerned, a big incentive in the first instance was Alaska's climate. Spring thaws raised havoc with Alaska highways unless truck loads were cut down to the point where they become unprofitable. It was inevitable that the railroad and the truckers would get together to keep motor trucks moving during this period when, without the railroad, they could hardly move at all.

True, truckers and railroaders continued to look at each other with some suspicion. But the suspicion has been receding and currently van-on-flat-car movement is taking place the year round.

One of the largest of Alaska's truck operators has an integrated arrangement with the Alaska Railroad which means that the majority of his vans move piggyback. One or two of the smaller operators have hardly carried a pound of freight over the long hauls except via piggyback. The movement keeps growing, and is bound to continue, since the economies of piggyback movement in Alaska are too obvious to be ignored.

Anyone who glances at a rail equipment business magazine will be impressed by the inventive talent that is going into piggybacking. New methods of handling and tie-down are bewilderingly numerous. In the interest of through movement, a demand for standardization and compatibility is being heard in many quarters.

The Alaska Railroad has joined in the invention parade. Getting loaded vans and containers off ships is relatively easy, because many ships in the Alaska trade can handle vans and boxes with their own gear. But the tie-down of vans on flat cars is an Alaska Railroad responsibility, so ARR employees designed a wing-type mount which would accommodate a 40-ft trailer without the labor and expense of cribbing and blocking to secure the load to the car. The van is lifted to the car by ship's gear, fastened down, and then, at destination, transferred easily to a waiting tractor. The tractor is backed under the front end of the van, and the wings of the mount are released and swung outward, allowing the van to be rolled off the car and to proceed to consignee destination.

The railroad does not, however, think the forty-footer is the answer to container transport requirements either as a van or box. It is too big for most shippers in the Alaska trade. It lacks maneuverability on the streets of Alas-

*Mr. Anderson is general manager of the Alaska Railroad. Mr. Fitch is special representative of the general manager in the Department of the Interior at Washington, D.C.

kan cities. Even securely locked, it poses problems of safe handling.

Furthermore, the Alaska Railroad saw advantages in container ownership by the railroad in increasing the use and efficiency of this type of cargo handling. The important field of heater and refrigerated cargo also needed a great deal more developmental encouragement.

In 1955, the railroad purchased a few unit rail boxes—24 ft by 8 ft by 9 ft—on an experimental basis. The experiment worked and the response of shippers was immediate. Thereafter, the unit rail box fleet was increased to 74, of which 34 were insulated.

The boxes are loaded on the West Coast, but are not allowed to go beyond that area. They are craned on and off ship or barge to flat cars, and are delivered to consignee either by a motor carrier or with the railroad's own tractor equipment. The railroad receives in revenue both the rates as provided by the published tariffs on a classified basis, and a use charge from the ocean shipper.

The success of these boxes prompted another big order in the spring of 1959.

The Alaska Railroad must justify capital expenditures of this kind to the House Committee on Appropriations and secure committee approval for such programs. Here is what the Department of the Interior said to the House Appropriations Committee in seeking assent to the Alaska Railroad's most recent container purchase:

"Alaska Railroad and steamship company experience of the last several years shows that unit rail boxes provide a major answer to shipper needs in Alaska. The railroad already owns 34 insulated and 40 uninsulated boxes. The steamship companies also own a good many. A check with Alaska Railroad shippers made during the last week in September of this year (1958) demonstrated emphatically that the use of unit rail boxes represents the difference between satisfied and dissatisfied rail customers. The shippers were unanimous in praise of unit-rail-box service. Some stated that they would stop shipping with the Alaska Railroad unless unit rail boxes were available."

The program was approved and the Alaska Railroad currently has ordered 160 insulated unit rail boxes, 24 ft by 8½ ft by 8 ft. Delivery on these boxes has already begun. They are being built by Utility Trailer Mfg. Co. of Los Angeles.

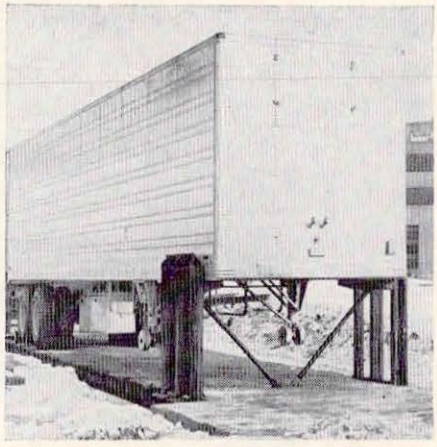
In the meantime, the steamship lines and the motor carriers are rapidly expanding their container operations in the Alaska trade. The Alaska Steamship Company, by the purchase of additional Liberty ships and by deck modifications, has greatly increased its container-carrying capacity. Puget Sound Tug & Barge, in a cooperative arrangement with Coastwise Lines, has bought barges expressly for use in carrying containers to Alaska. The program will continue until every pound of freight, formerly carried loose-stow, that is capable of being shipped economically in containers, will be loose-stow cargo no longer.

Container transportation also has brought its problems to the Alaska Railroad. The question of ownership, dramatized by the railroad's recent purchase of 160 unit rail boxes, is one of the most serious. Here is a kind of rivalry which container transportation has introduced even while it has been solving some of the other problems of competitive conflict. It is obvious that ownership of rail boxes and vans brings with it a high degree of control over cargo movements. When the Alaska Railroad owns the boxes, business relationships with customers are about the same as if cargo were transported by conventional rail equipment. The railroad is clearly identified as the carrier. The boxes themselves, with their attractive lettering, are a permanent railroad advertisement. But when a shipping company or a trucker owns the boxes or vans, the shoe is on the other foot. The other operators in this transportation movement are the carriers so far as the public is concerned. The tariff charges go to them and the railroad receives a rate for carrying the loaded box or trailer and returning it to origin.

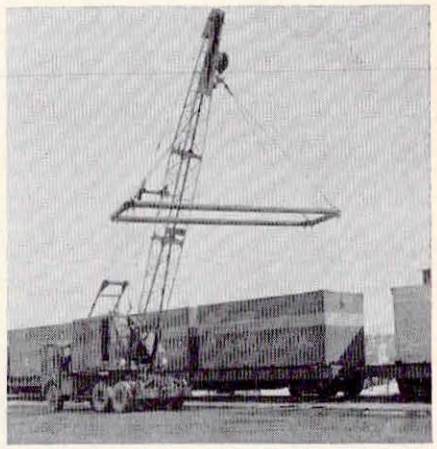
The economic problems of this kind of rivalry are obvious. A rail carrier could lose all the rate advantages of a cheaper mode of transportation by setting a piggyback rate too low in comparison to the rate of published tariffs for the commodities inside the box.

Some of the rate problems introduced in the other 48 states by piggyback operations are now getting the sustained attention of the ICC. The Alaska Railroad is not under the jurisdiction of the commission, although

(*Continued on page 50*)



WING MOUNT on flat car holds front end of trailer; permits easy and efficient loading or unloading. Mount was designed and developed by the ARR.



TRUCK-MOUNTED CRANE may also be used for transferring unit rail boxes between flat cars and flat-bed trucks for highway movement.

UNIT RAIL BOXES—some of the first purchased by the Alaska Railroad—are loaded on new flat cars in the carrier's Anchorage yard.

The Thinker...

Or The Shipping Man's Friend

Down on the T&P we're sittin up nights figgerin new ways to handle your shipments better, faster 'n cheaper! Fact is, there's hardly anything we'd druther do than grab a tough old transportation problem by the horns, rassel 'er right down to the ground for you.

When you've got a shippin maverick that's plaguin the daylights out of you, holler for old Texas Pete or the T&P trail boss that rides your range. He'll tackle anything!

Y'all call!

TEXAS AND PACIFIC RAILWAY

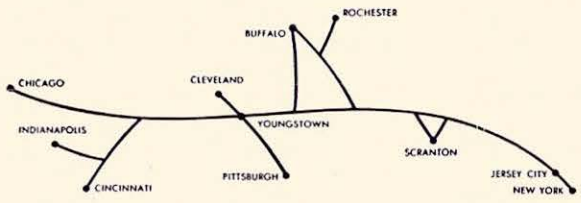
When it's a "special" shipment, Erie is ready to handle it!

When you have a shipment that calls for special equipment, special handling or extra-high and wide clearances, that's a good time to call your local Erie traffic representative. An important part of Erie's **customer service** is working with customers to develop the equipment and techniques best suited to transporting their products. And Erie has long been famous as the "high-and-wide" route for outsize shipments.

Emphasis on **customer service** is Erie's way of running a railroad. It's a constant reminder to men in every department to be alert to opportunities to serve your shipping needs better. And whenever you route freight—"special" or not—to or from the Erie Area, a call to your nearest Erie man will put our brand of service to work for you!

Symbol of dependable **customer service**

ERIE



Erie Railroad *Dependable Service for the Heart of Industrial America*

DETROIT—ST. LOUIS—KANSAS CITY

"On the Seaboard!"

Midwestern shippers who route to points in the Seaboard Southeast are never far from Seaboard service. The men shown here are *railroad* men — Seaboard representatives — and they're as close to what's going on along our road as if their territories were actually "On the Seaboard."

Use their up-to-date tariff and routing information, their fast, efficient communications with Seaboard headquarters. You'll like the way they can come up with car reports and every other bit of information you need regarding your Seaboard shipments.

Seaboard has some exceptional trackside plant sites, one of which might well be the solution to your expanding manufacturing or distributing program. A word to one of these Seaboard men will bring you complete, usable information, without obligation.

J. DOUGLAS DAWSON, JR.,
General Agent,
Detroit, Michigan

OSCAR A. WILLIAMS,
General Agent,
St. Louis, Missouri

P. ROBERT MEDLAND,
General Agent,
Kansas City, Missouri

Remember, a local telephone call and you're "on the Seaboard!"

In DETROIT	In ST. LOUIS	In KANSAS CITY
WOodward 2-8404	MAin 1-1894	Victor 2-4747
1207 Lafayette Building	1921 Rwy. Exchange Building	1204 Fairfax Building

NATION-WIDE! OTHER SEABOARD FREIGHT REPRESENTATIVES ARE SITUATED IN:

BALTIMORE, MD.	5-7 So. Calvert St.	LExington 9-3920
BOSTON, MASS.	80 Boylston St.	LIberty 2-4700
BUFFALO, N. Y.	1524 Rand Bldg.	MOhawk 7152
CHATTANOOGA, TENN.	1015 James Bldg.	AMherst 6-3758
CHICAGO, ILL.	1460 Marquette Bldg.	STate 2-2195
CINCINNATI, OHIO	1803 Carew Tower	MAin 1-5061
HOUSTON, TEX.	5958 Beldart	MIssion 9-2573
LOUISVILLE, KY.	320 Heyburn Bldg.	JUniper 4-3413
MEMPHIS, TENN.	922 Exchange Bldg.	JAckson 6-7067
NASHVILLE, TENN.	830 Third Nat. Bank Bldg.	ALpine 6-7427
NEW ORLEANS, LA.	914 Hibernia Bk. Bldg.	JAckson 5-7888
NEW YORK, N. Y.	1478 Woolworth Bldg.	WOrth 2-1180
PHILADELPHIA, PA.	307 Transportation Center	LOcust 3-8038
PITTSBURGH, PA.	953 Union Trust Bldg.	ATlantic 1-1159
SAN FRANCISCO, CAL.	P. O. Box 548	(Belmont) LYtell 1-1229
TULSA, OKLA.	5906 E. 26th Place	TEmple 5-3130
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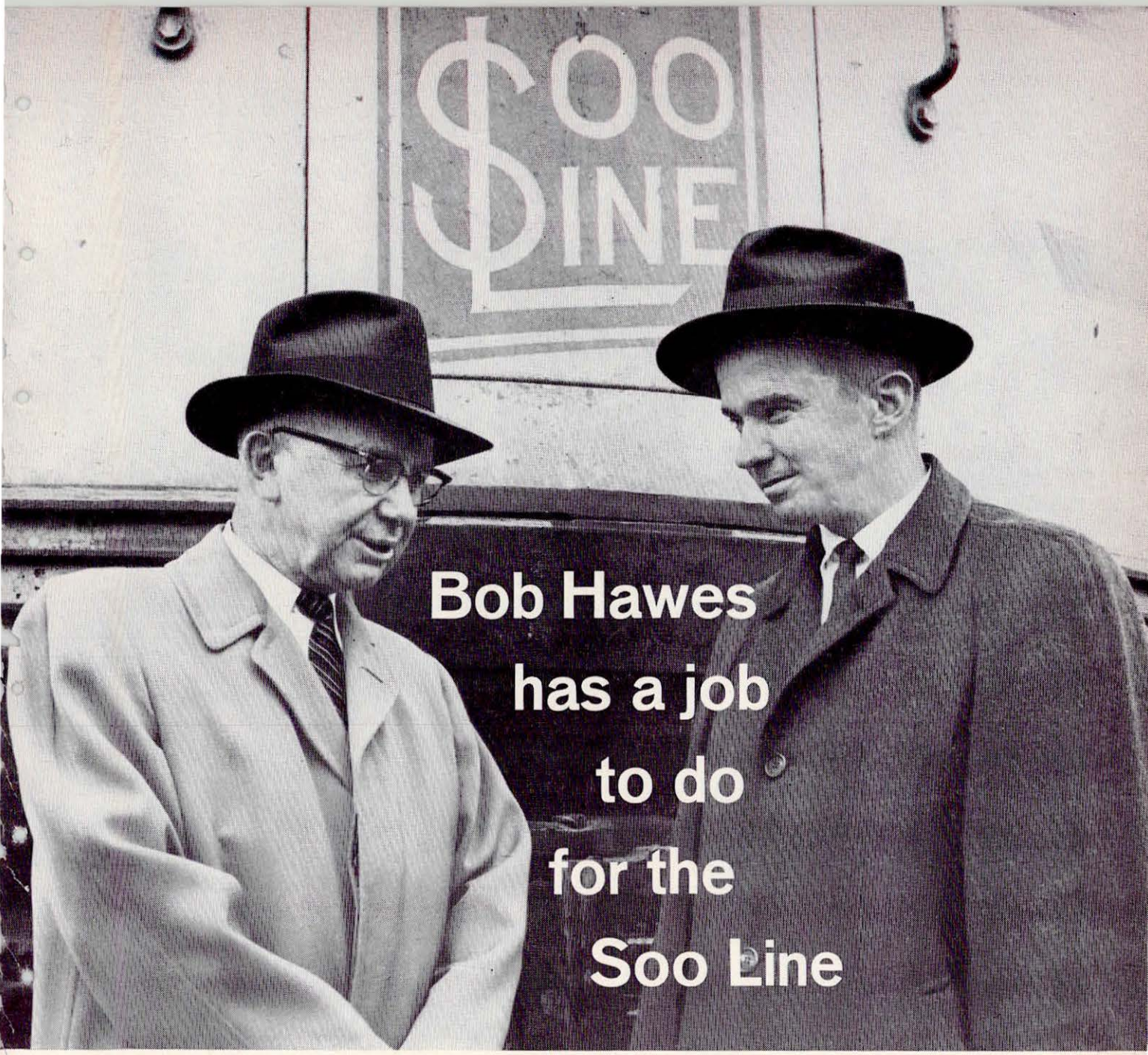
. . . and of course at principal points in the six great states served by Seaboard.

SEABOARD

AIR LINE

RAILROAD

THE ROUTE OF COURTEOUS SERVICE



Bob Hawes has a job to do for the Soo Line

C. F. Guggisberg, Soo Line general mechanical superintendent, and Standard Oil's Bob Hawes talk over lubrication in the Soo Line yards at Minneapolis.

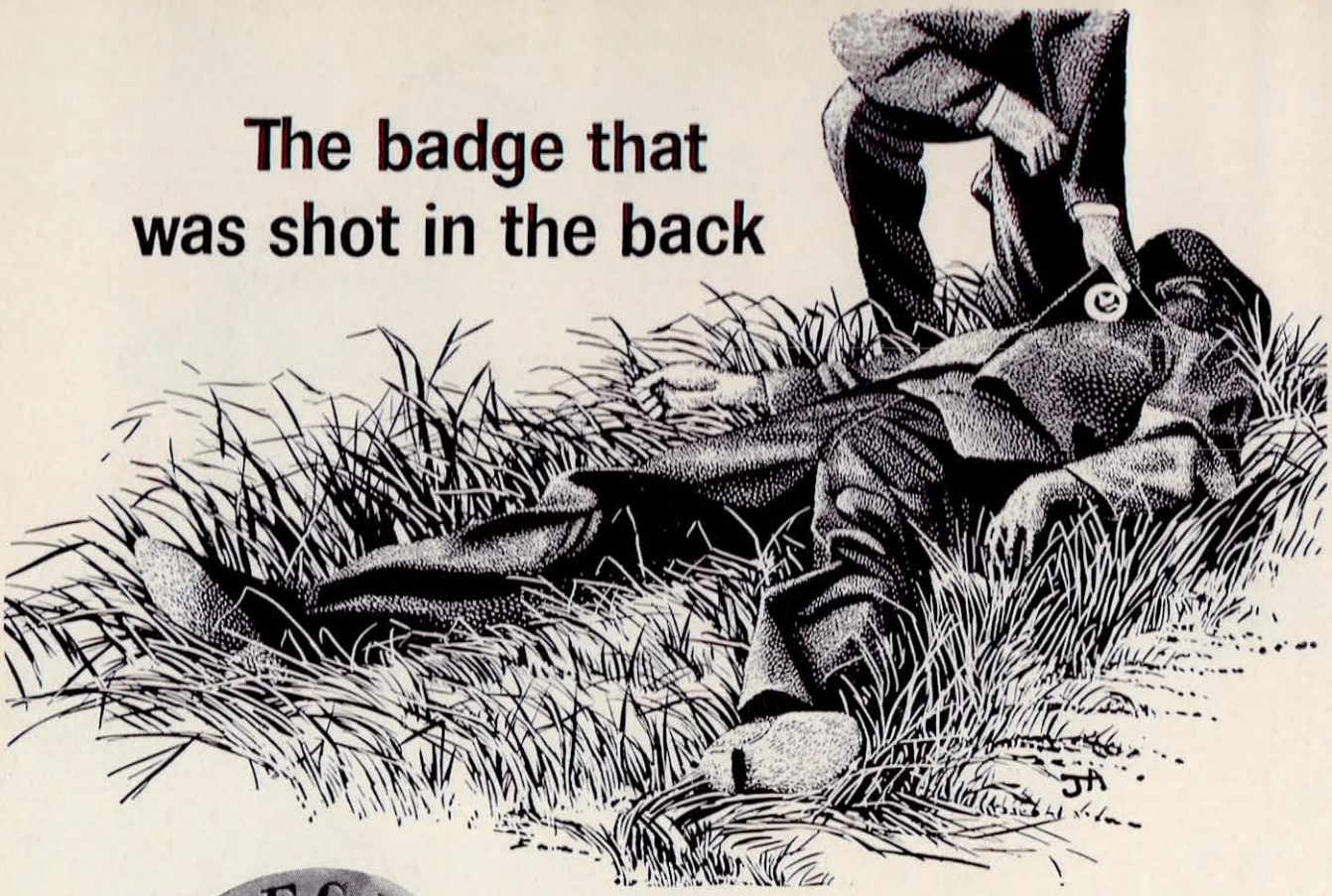
When Bob Hawes works with power unit maintenance men in Soo Line Railroad shops everywhere on the road's 4,186 miles of road, he has a job to do. His job is to assist management in finding the best possible lubrication for the line's 212 pieces of motive power, so that the equipment is able to deliver the finest performance at the greatest possible economy. In this way Bob works for the Soo Line Railroad. He is, however, on the staff of the Standard Oil Company's Railway Sales Department.

Bob Hawes has the experience and training that his work demands. He has a degree in engineering from the University of Minnesota and has completed the Standard Oil Sales Engineering School. More than this, Bob has 11 years' experience helping customers by providing them with technical assistance on lubrication problems. His Navy experience with diesel equipment as C.O. of a minesweeper gives him further background for his job.

Other men in Standard's Railway Sales Department with experience and training similar to Bob Hawes's are ready to serve you anywhere in the 15 Midwest or Rocky Mountain states. Your inquiry will receive their immediate attention. Write, wire or call Railway Sales Department, **Standard Oil Company (Indiana), 910 South Michigan Avenue, Chicago 80, Illinois.**

You expect more from **STANDARD** *and you get it!*

The badge that was shot in the back



This badge, worn on the back of the lapel, was pierced by a bullet which then killed the Union Pacific watchman at Cheyenne. The badge may be seen now in Union Pacific's museum.

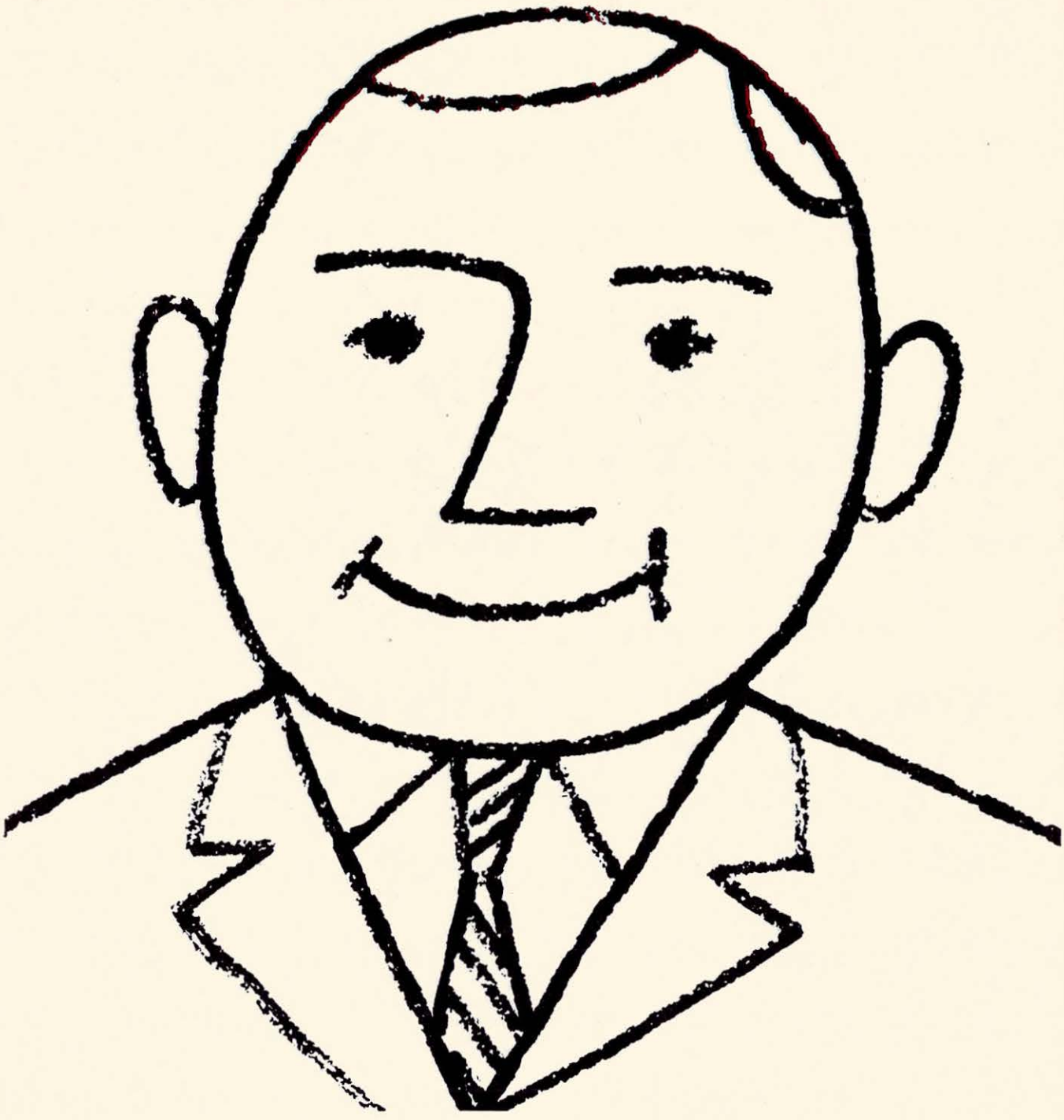
Protecting customers and shipments of Union Pacific Railroad is a continuing effort. The excellent safety record is proof.

Automatic devices protect property and train movements. Specially built equipment guards live and perishable shipments. Advanced type facilities provide for proper handling.

Above all is the safety-mindedness of Union Pacific people. Your shipments on Union Pacific are important in the eyes of each man.

be specific ...ship **Union Pacific** RAILROAD

UNION PACIFIC RAILROAD



ship Southern and see!

There's nothing like courteous, competent help on transportation matters to make a shipper's or receiver's face light up with a smile of satisfaction. We know—because we see it happen so often. Ship Southern and you'll see, too!

THE SOUTHERN SR SERVES THE SOUTH

SOUTHERN RAILWAY SYSTEM

A concrete example of how the Western Maryland serves an essential industry

In Western Maryland Railway's country you see heavy seams of limestone and of coal. Also huge deposits of clay and related products needed for top quality cement.

The Western Maryland feeds them fast into the giant cement plants of the area . . . then hauls cement to where it's used.

Just as portland cement is the backbone of heavy building construction, so railroads are the backbone of economically sound freight movement.

Whatever you ship—in bulk or by units—you'll find Western Maryland has the latest car designs and handling methods to give you fast and efficient service. Friendly, too. Just call on us and see.

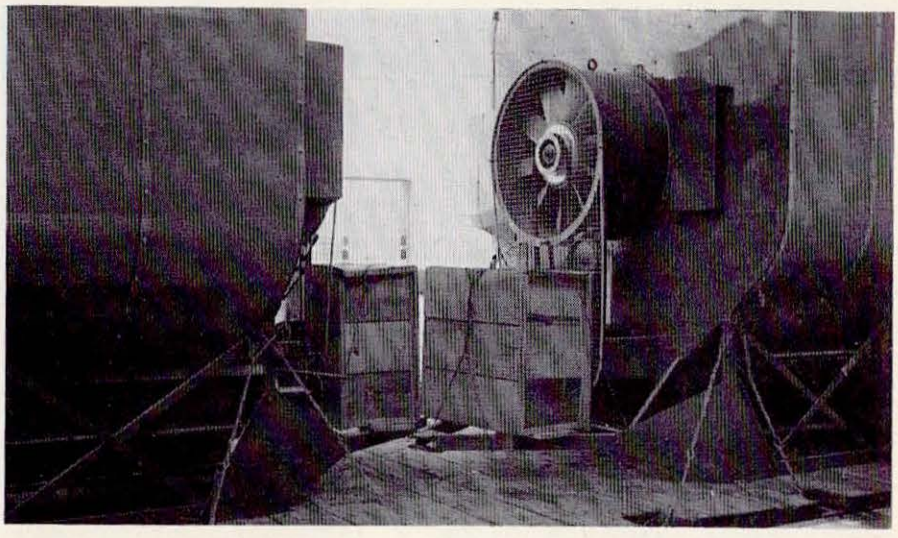
300 St. Paul Place, Baltimore 2, Md.—Short Cut for Fast Freight

Ideas For Better Shipping

Packaging Loose Parts Cuts Loss, Damage

By packaging loose parts, attachments and assemblies for farm machinery, Deere & Co.'s Des Moines factory saves enough to pay the cost of packaging—and then some.

Savings come partly from elimination of loss, pilferage and damage during shipment; partly from less materials handling in warehouses and on car loading docks. Cultivator attachments and assemblies include, for example, 56 different parts weighing a total of 734 lb; yet they can be packed for shipment in four wirebound boxes with a combined tare weight of as little as 47 lb.



Railroading After Hours with Jim Lyne

TRAINLESS LONG BEACH?—Robert J. Swan of Long Beach, Calif., nominates his town (population 300-400 thousand) as the biggest place without regular train service. James Wilson of Staten Island, N.Y., makes the same nomination, as does T. S. Woods, B&O's assistant manager, labor relations; and W. W. Shewan of the Long Beach Harbor Department. Carl Blaubach, on the staff of the California Public Utilities Commission, also mentions three other cities in Los Angeles County (Norwalk, Downey and Torrance—all 80-100 thousand) which do not have passenger trains.

Of course, as Messrs. Swan and Blaubach point out, Long Beach does have rapid transit trains. My own inclination is to the opinion that the absence of train service in a suburb—even a big one—isn't of too much significance. It's where the nearest railroad station with substantial schedules is further away than the nearest airport that a town can really be considered as crossed off the railroad passenger service list.

The USA isn't just shrinking its railroad passenger service—it's losing common carrier service of any kind. There are many substantial towns now that don't even have a bus line. You have to have your own car, or you take a taxi, or ride your thumb. Maybe this is progress, but I doubt it.

A GREETING FROM BRITAIN—D. S. Martyn of Northampton, England, tells me he follows our issues closely. While he is interested in differences in railroad language between his country and this one, he is more struck with the similarity between railroad problems on both sides of the Atlantic.

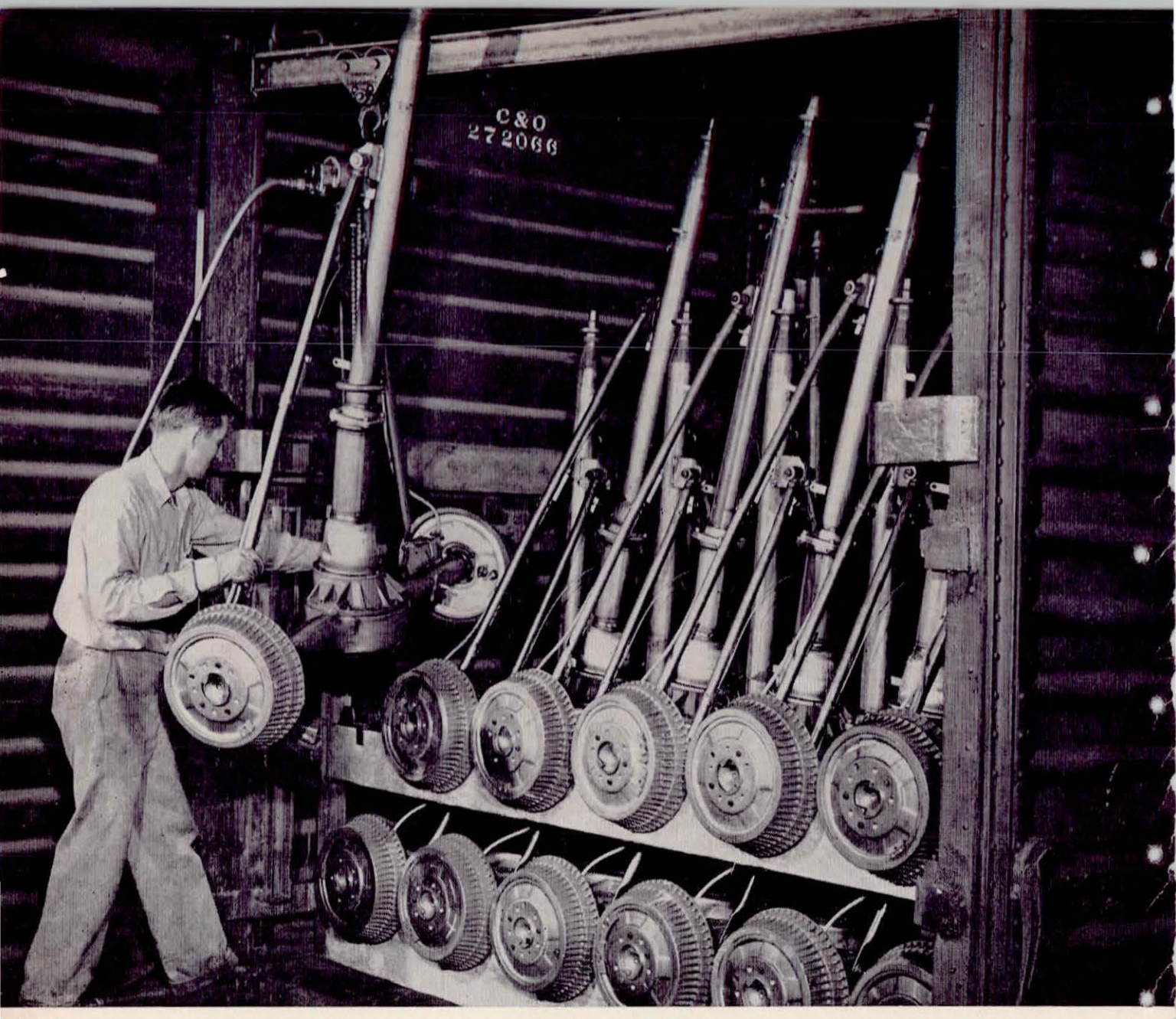
He's dead right. Everywhere the railroads are going through a critical period of readjustment to a new competitive environment—but some countries and some railroads are making the change more rapidly and more successfully than others. That's one reason why I believe that competent railroad journalism is, probably, more vital to railroad progress and prosperity now than ever before in history. It's only by getting the word around fast, how these problems are being solved best, that convalescence can be expedited and full health quickly restored.

MASSES OR PATRONS?—Harold Berry, RI manager of purchases and stores, likes the term "mass transportation." It's a twin with "mass production"—the principal support of our standard of living. He's talking about the transportation of freight, though—not people. Perhaps, referring to passengers, there might be a better term than mass.

Agent J. J. Myers of Quarryville, Pa. (PRR) sees no serious objection to mass, but suggests "volume transportation" as an alternative. He believes dealing with customers as a "mass" is all right, for statistical purposes only, however. In personal contacts they are patrons—individuals, not masses or volumes.

WHAT 92 MEANS—General Agent J. W. Wasson (Frisco) at Joplin has been following this corner's own variety of playing the numbers (those used in Morse code as abbreviations for standard messages). He wonders why there's been no reference to "92 which means 'deliver to'." This, he says, is the symbol used when train orders were entrusted to a train crew for delivery to a train crew on a blind siding.

Mr. Wasson refers to the practice in the past tense—but I wonder whether the practice may not still persist here and there. I recall observing it many times, back when I used to ride freight trains more often than I get a chance to do nowadays.



Thousand mile assembly line

Specially fitted with racks to hold automobile sub-assemblies, this car, like many others, is an important part of the automobile industry's efficient "assembly line".

Railroad cars loaded with bodies, frames, engines, transmissions, differentials and other units have to come rolling into the far-away assembly plants to fit into precise production schedules.

Serving many of the country's automotive centers, Chesapeake and Ohio handles much of this "assembly line" traffic. And C&O is particularly well equipped for such exacting service because shippers can rely on its all-teletype car reporting system.

C&O's Car Location Information Center – CLIC for short – teletypes reports of every car movement anywhere on the C&O to all traffic offices concerned.

This means that C&O's Detroit freight traffic office, for example, has up-to-the-minute reports on loaded cars as they leave the factories. And, wherever the destination plants may be located, C&O's traffic office in that area is given the same prompt information about the shipment. With CLIC service, assembly lines starting in Michigan are efficiently extended hundreds or thousands of miles to assembly plants. There, your new automobile is completed and driven away under its own power.

Route your shipment C&O. With CLIC, you can watch it move on "assembly line" schedule.

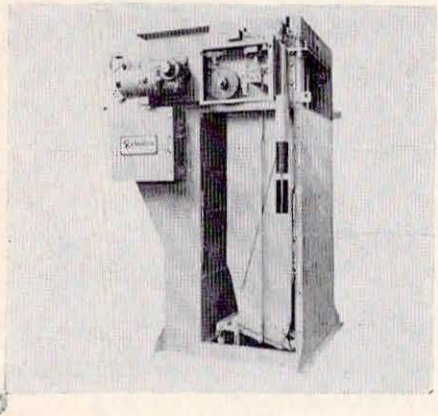
A booklet describing CLIC is yours for the asking. Just write:

Chesapeake and Ohio Railway

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

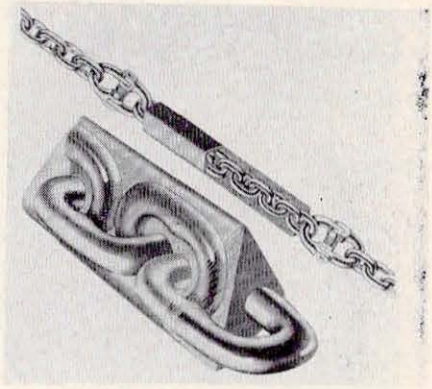
SHIP C & O . . . AND WATCH IT GO!

New Products Report



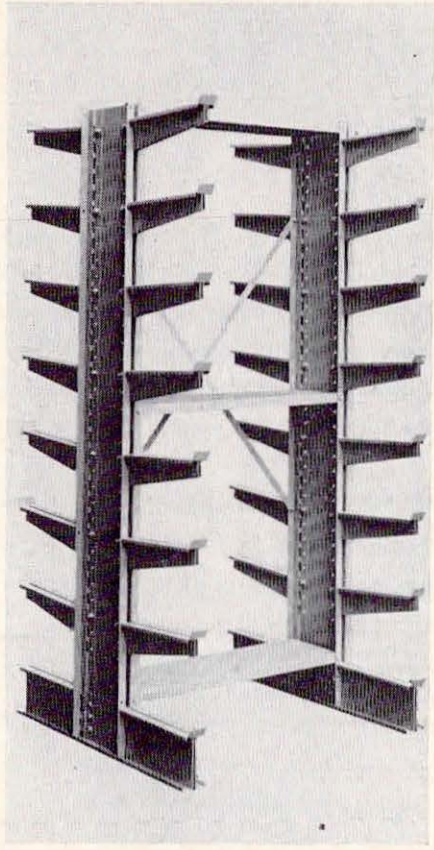
Steel Strapping Sealer

USS Model 66 is a new flat steel strapping sealer which assures positive seals for heavy-duty carloading operations. The manually operated sealer features a special locking handle and a crimping action seal said to make the seal as strong as the strapping itself. The machine is designed for use with 2-in. by .050-in. flat steel strapping. *U. S. Steel Supply Division, United States Steel Corp., Dept. RA, 208 South LaSalle st., Chicago 90.*



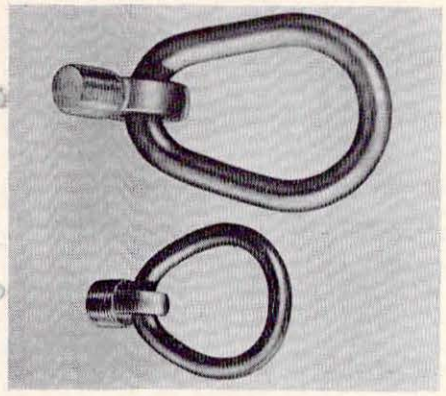
Coal Scale

A new automatic coal scale, with a unit capacity of 1,000 lbs, and an hourly capacity of 60 tons, has eight doors for quick accessibility to all critical parts. Coal moves on a rubber belt feeder to a counter-balanced weigh hopper which is automatically discharged when it is loaded to the pre-set weight. A mechanical counter registers the number of discharges made by the scale. *Richardson Scale Co., Dept. RA, Clifton, N. J.*



Chain Shock Absorber

A new chain shock absorber, which the manufacturer says will offset effects of impacts or vibration, is expected to find many applications in transportation and materials handling. The absorber combines cushioning properties of a special rubber compound with high strength of an alloy steel chain. The two are permanently bonded under heat and pressure. *Brandon Equipment Co., Dept. RA (E-7), 332 So. Michigan ave., Chicago 4.*

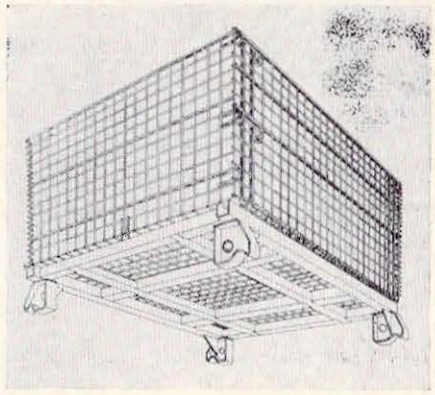


Tie-Down Rings

A complete line of low-cost tie-down rings is now available for a wide range of fastening requirements in all types of cargo handling. Made in stock sizes from 2,000 to 50,000 lbs capacity, the rings can be used with all types of cargo tie-down materials—nylon or canvas webbing, wire, rope, etc. Threaded studs permit fast, flexible installation, flush with walls or floors. *MAK Industries, Dept. RA, 1938 Park ave., New York 37.*

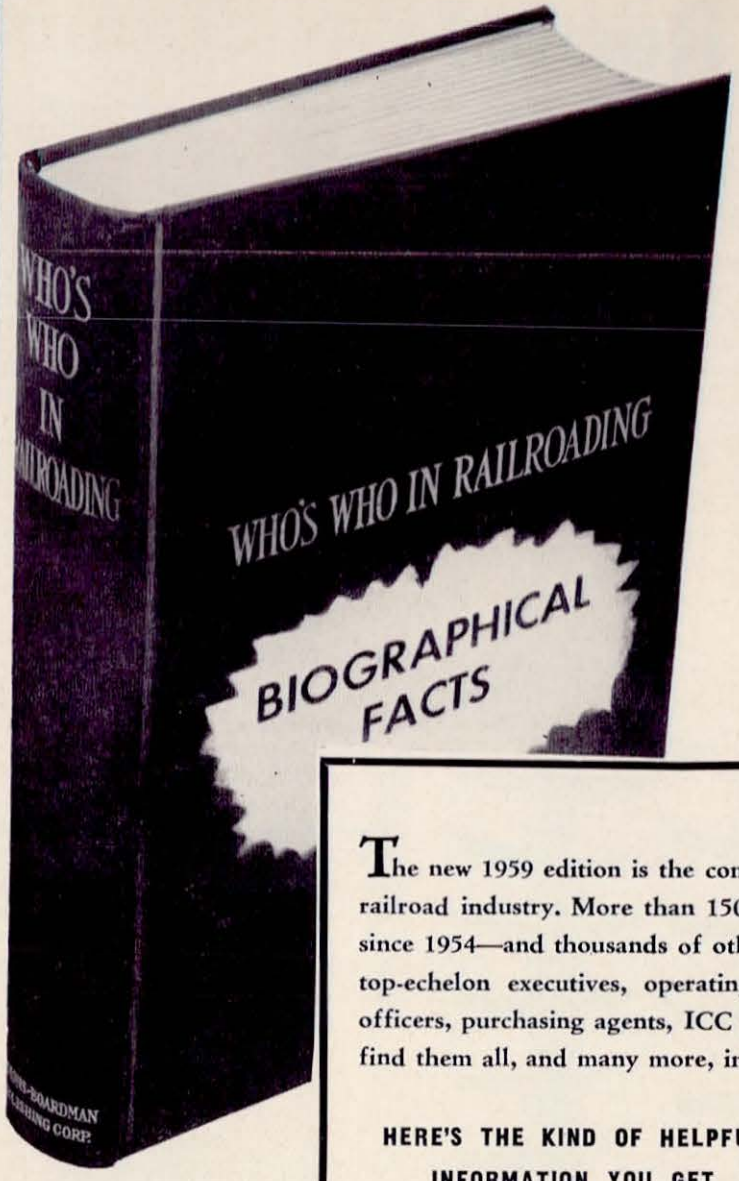
Double-Face Bar Rack

Over 16 tons of bars, pipe, rods and other elongated stock can be stored in this double face unit, or up to 2,000 lb of inventory may be placed on each of its 14 pairs of adjustable storage arms. Special spacer pins may be inserted in each arm to keep items separate. The units are 72 in. high, 36 in. wide, and 33 in. deep at the base. Extension units may be joined to the starting unit. *Berger Div., Republic Steel Corp., Dept. RA, Canton, Ohio.*



Clearview Cargotainer

A newly designed "Clearview" Cargotainer is engineered to accommodate 30-in. lift-truck forks, with four- or eight-way entry. The new Clearview —said to have the strongest base section ever built into a wire mesh container—is available with capacities of from 500 to 6,000 lbs. Body of the container is made of cold-drawn 2-gage steel wire, welded to form 2-in. mesh. *Tri-State Engineering Co., Dept. RA, Washington, Pa.*



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DL&W-Erie Coordination Begins

When the Delaware, Lackawanna & Western's westbound passenger train No. 15 clears Corning, N. Y. (scheduled for 9:42 a.m. on August 31), separate operations over the Lackawanna's 75-mile double track between Binghamton and Corning will end. Hereafter, both Lackawanna and Erie trains will operate jointly between the two cities, over 76 miles of Erie tracks and 1.7 miles that will be retained of the present DL&W tracks.

This is the second major Erie-Lackawanna coordination. The first was joint use of DL&W terminal facilities at Hoboken, (RA, Apr. 15, 1957, p. 15). The present coordination is the fruit of two years of planning and negotiations (RA, March 10, 1958, p. 19) on possible joint operation prior to the road's expected merger.

In a joint statement last week, Erie's V-P (Operations) Garret C. White and Lackawanna's V-P (Operations) William G. White (no relation) announced that signal and track work necessary to permit DL&W trains to run through on Erie tracks would be completed and operations begun before the Sept. 1 deadline set by the ICC in granting approval for the coordination.

Joint freight station operations have already begun at Binghamton and Elmira, and passenger stations at Elmira will move to the Erie terminal as part of the changeover this week. Passenger trains will continue to use the separate stations of each railroad in Binghamton for an indefinite period, but passenger station personnel there are being combined in the Lackawanna's terminal facilities.

Lackawanna trains at other points will use the Erie stations at Endicott, Owego and Waverly. Erie trains will use Lackawanna freight stations at Big Flats, Nichols and Vestal, while DL&W freights will use Erie stations at Johnson City, Wellsburg and Horseheads.

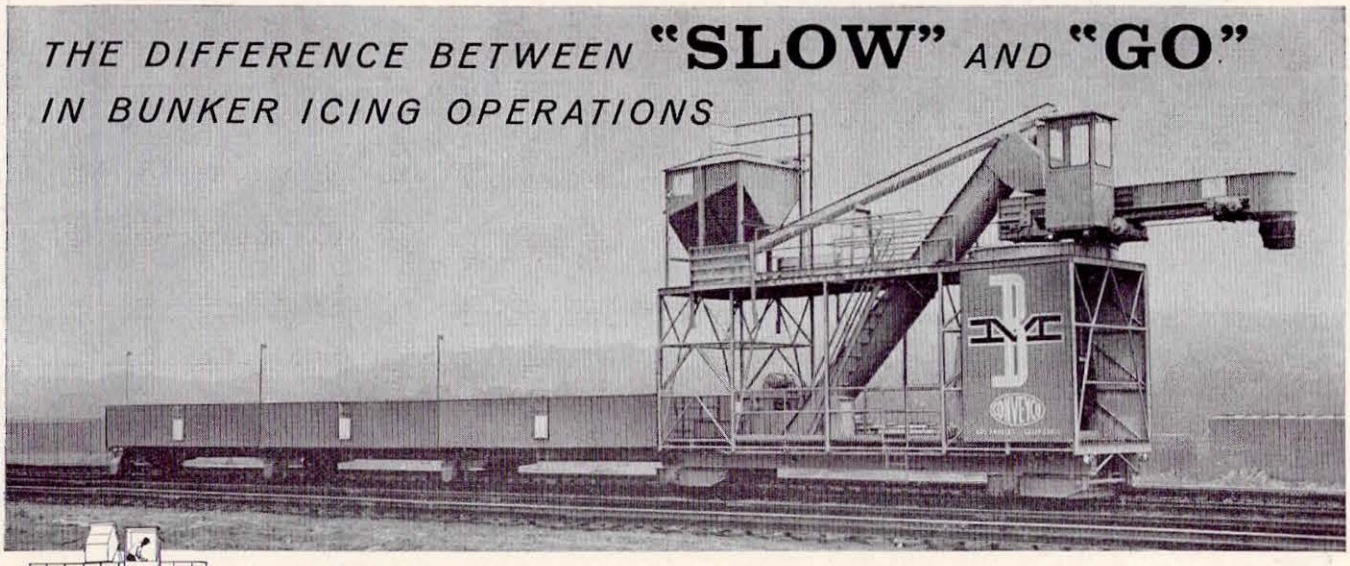
Million-Dollar Return

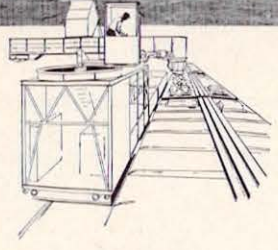
The project of changing signals and trackwork to make possible joint operation has cost approximately $1,630,000, but annual savings in operating and maintenance expenses are expected to be more than a million dollars a year from the elimination of the expense of duplicate trackage. (Each railroad has had a separate double track main line for the entire 76-mile distance before the coordination.)

Track connections between the two lines have been made at Gibson (two miles east of Corning), Big Flats, Elmira and Binghamton, making it possible to serve industrial shippers and yards on both roads. For routing traffic over the new line, 39 turnouts and 24,523 feet track were installed. Signal and communication lines required more than 1½ million feet of wire in cables and approximately 200 miles of line wire. With completion of the changeover, the job of removing the abandoned Lackawanna track and facilities (worth an estimated $2 million in salvage) has begun.

Officials of both roads emphasize that no industries will be deprived of rail service as a result of the joint trackage arrangement. All new industries located on coordinated trackage in the future will be given two-road service until DL&W-Erie's proposed merger takes place.

THE DIFFERENCE BETWEEN "SLOW" AND "GO" IN BUNKER ICING OPERATIONS





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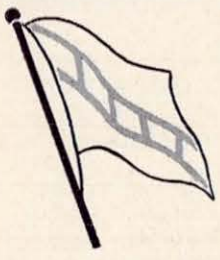

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Shippers' Guide

Atlantic Coast Line

. . . "Traffic Lines"

Has inaugurated a new publication, "Traffic Lines." Published monthly, it contains "capsule news" of general and specific interest to the approximately 5,000 Coast Line shippers to whom it is being sent each month.

Illinois Central

. . . Substitute Truck Service

Has filed with the ICC application to substitute motor for rail service between Vicksburg, Miss., and Shreveport, La. The application, if approved, will leave "very little" Illinois Central rail mileage without substituted motor service available. (See also article by Illinois Central President Wayne Johnston, beginning on page 25 of this issue.)

Lackawanna

. . . Transit Rules

As an additional method of meeting truck competition, the DL&W has provided, in its Freight Tariff 444-A (ICC 24677), transit rules on glass containers and glassware originating in the Elmira and Corning, N. Y., areas for box-carload movement into storage at Secaucus, N. J., and reshipment therefrom in trailers to the New York-New Jersey commercial zone area. Inbound movement to Secaucus is charged on the basis of the box car rate; the outbound shipment is charged the difference between such rate and the through piggyback rate from original point of origin to New York, N. Y.

New York Central

. . . Service Changes

Has established direct LCL car to Bangor & Aroostook, leaving 33rd Street, New York, every Tuesday for Friday arrival at Northern Maine Junction. Has discontinued direct LCL car Cleveland to Yonkers, N. Y.; and shifted from Chicago to Port Huron, Mich., destination of direct LCL car from Gibson Transfer, Ind. (IHB) to Grand Trunk Western.

Has inaugurated new car lines from Syracuse, N. Y., to Pittsburgh and Philadelphia (both PRR), and discontinued car from Syracuse to Williamsport, Pa. (PRR).

Nickel Plate

. . . Service Schedule

Has issued new "Schedule of Merchandise Cars and Service" operated by the NKP, and in connection with it.

Seatrain Lines

. . . Extends "Seamobile"

Has extended to the New Orleans area its seaborne container service, "Seamobile." The service, previously available only between New York and Texas City, Tex., will be handled through Seatrain's New Orleans terminal at Belle Chasse.

Western Pacific

. . . Service Schedule

Has issued a new condensed freight schedule, showing times of through freight trains between California and the East, California and the Pacific Northwest, and the Pacific Northwest and the East.

•

Industrial Traffic Is A Service Department

"The [industrial] traffic department is pre-eminently a *service* department. It can and should be of decided aid in the overall operations of its company, for transportation in one way or another impinges on practically all other departments.

"The traffic manager's thinking should not only cover his own apparent immediate job, but should, with vision, embrace all its ramifications. His planning should be based on the requirements of all departments; his policy one which will, in the long run, satisfactorily anticipate and meet their needs."

That "cooperative place of traffic departments in industry" is fully outlined in a new brochure designed to show "what management is entitled to expect from its traffic manager."*

The publication deals with principles —just as applicable in the United States as in Canada—rather than with details.

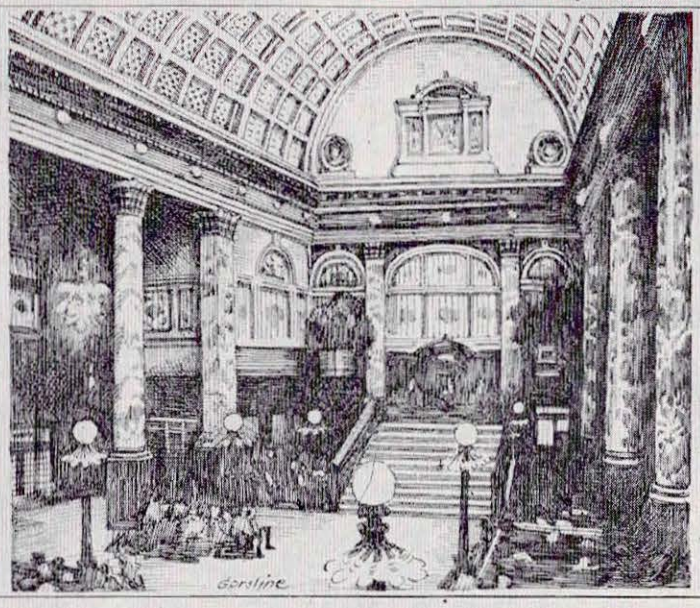
Though not a text, and written only in outline form, it is sufficiently comprehensive to serve either as a guide for men entering or working their way up in the traffic management field, or as a check list against which more experienced industrial traffic men can weigh their present activities and performance.

Chapter headings cover such matters as necessary knowledge; cooperation with other departments; proper relationships with carriers; routing policy; proper handling of staff; and reports to management. Railway Age is included in an appended "basic list" of publications dealing with traffic and transportation.

*"What Management Should Expect from Its Traffic Manager," by F. T. Parker, honorary president, CITL. Published by Canadian Industrial Traffic League, 20 Bloor St., West, Toronto 5, Ont. Price, $1.

LIFE

APRIL 7, 1901



DIFFICULT VENTILATION PROBLEM SOLVED IN NEW PITTSBURGH DEPOT

NEW YORK, April 7, 1901. The well-known character of the Pittsburgh atmosphere makes the preservation of cleanliness in connection with adequate ventilation a difficult matter in the new Pittsburgh & Lake Erie Depot. However, the problem has been overcome in the modern building by a unique device.

The windows of the waiting rooms and offices are airtight and fixed. Air is drawn from the top of the building through a shaft to the basement, where it is washed, dried, heated in winter, or cooled in summer, and then blown through the building. This system is especially effective in preventing unwholesome odors in every part of the building. Electric suction pumps withdraw the foul air into the outer atmosphere.

Electric power, electric light, heat and ventilation are supplied by a powerhouse which [illegible] connected to the [illegible]

Even in the days when a ventilation system was considered a unique device, Graybar was active in furnishing railroads with "everything electrical". Today, Graybar catalogs list over 100,000 electrical items for ventilation, communications, lighting, wiring and power—all quickly available from over 130 Graybar locations in principal cities from coast-to-coast. Check your Railroad Pocket List for the one most convenient to you. An experienced Graybar Railroad representative will be glad to provide all the information and assistance you may require.

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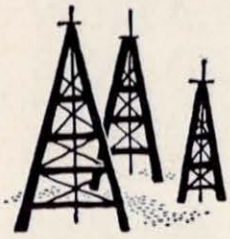

or oil rigs

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Santa Fe

ALASKA PIGGYBACK

(*Continued from page 35*)

bills have recently been introduced in Congress to bring this about.

Problems of this sort may explain the reluctance of private railroads to meet the container problem as the Alaska Railroad has met it. So may the question of interchange, for if containers cannot move over many rail lines, much of the advantage of this type of transportation is lost. Freight forwarders and rail-van companies are filling this gap at the moment. They are doing a wonderful job of it, but cannot forever be alone in the field.

ARR Has No Interchange Problem

The Alaska Railroad at the moment has no interchange problem with other rail carriers, simply because it does not connect with any. Steamship companies, barges and truck lines are the carriers operating in through movements between Alaska and West Coast ports. Only vans of trucking companies move beyond the ports.

But the Alaska Railroad may have an interchange problem in years to come. "Unitized cargo," a phrase popularized by the Alaska Steamship Company, has a great future ahead of it—whether in the specialized field, as designated by the Alaska Steamship, or in the broader meaning of unit shipments from warehouse or factory to consignee with all the savings in handling costs which this kind of shipment makes possible.

So long as railroads generally do not own unit rail boxes, they presumably will not be worrying about empty movements. At present, railroads in the states south of Alaska seem to be content to let freight forwarders handle this problem. For the Alaska Railroad, it is not an immediate problem since southbound cargo is not yet important to it.

The day may come, however, when Alaska Railroad containers will show up in Los Angeles, Chicago or Pittsburgh. If so, some kind of cooperation with other rail carriers will be necessary—a cooperation for which no machinery now exists.

Experience with van and container cargo has been so successful for so long that it has become a permanent part of the Alaska transportation picture. Any attempt to go back to loose-stow would produce a shippers' rebellion. Piggyback transportation is in Alaska to stay. It is not only taking the edge off competitive transport rivalries in the new state. It is also pointed directly toward the main goal of transportation—better and faster coordinated service at least possible cost.

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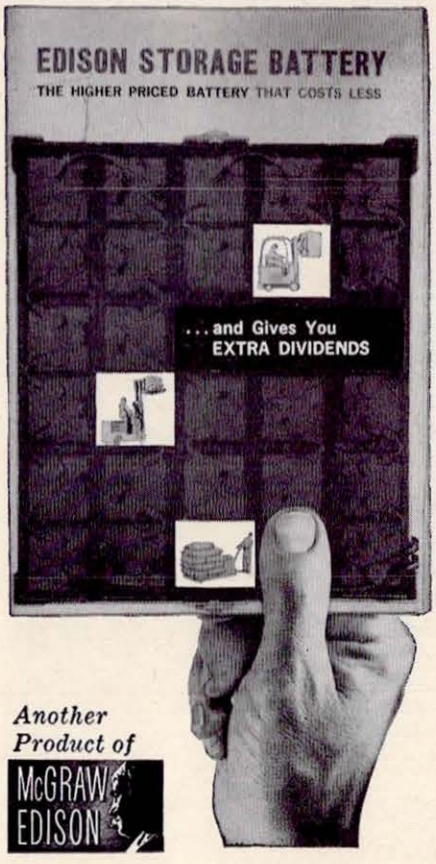

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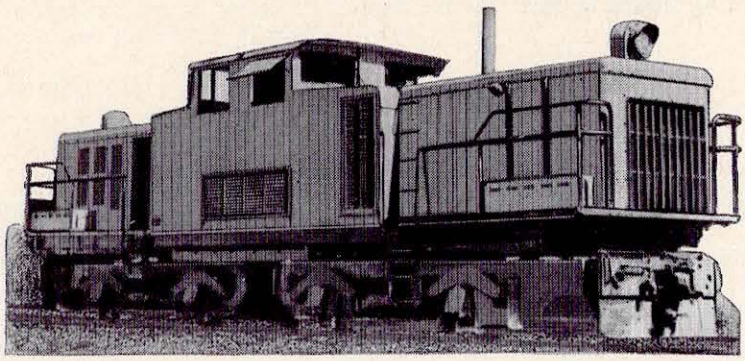
Trucks (articulated type).....4 wheel
Wheel Arrangement .....0—4—4—0
Length
(between knuckle face).....47'4"
Height
(rail to top of cab).....14'6"
Minimum Curve Radius
(loco. only).....100'
Minimum Curve Radius
(loco. and cars).....190'
Diameter of Wheels.....40"
Engines: Ingersoll-Rand Diesel (2 each)
375 H.P. each — Type T.S. — RPM 1000



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Steel Stockpiles Still Adequate

► **The Story at a Glance: The steel strike so far has failed to slow the production lines of most major railway suppliers, a Railway Age survey indicated last week.**

One notable exception: Greenville Steel Car, which is running out of steel, plans to "button up tight" for the duration.

As the steel strike dragged into its seventh week, its impact on the railway supply industry as a whole remained light. Most suppliers had sufficient steel on hand for at least another four or six weeks.

A Railway Age check of major car and locomotive builders turned up only one casualty. Greenville Steel Car said it expected to complete a 100-car Wabash order last week, would then close up shop.

"We have a few odds and ends to get out of the way," a spokesman said, "but we'll button up tight within another week. We have a 1,000-car order for the Pennsylvania that is being definitely delayed on account of a steel strike. We just haven't got enough materials to begin. We hope to be back in production six weeks after the strike ends."

This was the picture elsewhere:

Pullman-Standard, which had enough steel for about 3,000 standard cars when the steel strike began, still has adequate stocks. Its problem lies in filling orders for cars not in the standard P-S line—TOFC flat cars, for example.

ACF has sufficient steel to maintain regular production schedules for at least another month.

Magor won't feel any pinch until at least mid-October. The company had enough steel on hand at the beginning of the strike to fill a 300-car Seaboard order, will have enough left over for 200 of the 455 aluminum-steel cars it is building for the Southern.

Thrall Car has had no "serious problem" with material supply.

Electro-Motive Division, which suspended production from July 20 to Aug. 3 for inventory, doesn't expect supply difficulties for perhaps another two months.

Alco went into the strike with a 90-day supply of steel, can continue its present production schedule at least through September.

The steel strike has had a more immediate impact on production in some company shops. Norfolk & Western, for example, closed down its freight-car production line in Roanoke, Va. (which normally produces 20 new cars a day) when the strike began. N&W isn't short of steel, but is hurting from a 30% drop in coal traffic.

But other railroads are maintaining company shop programs without interruption. The Pennsylvania says its Altoona shop is turning out cars "right on schedule." The only curtailment has come in programs—like passenger-car refurbishing—which are paid for out of revenues rather than from loan funds. The New York Central says there has been no interruption in its big Despatch shop program.

The situation is much the same in the West. Burlington, with one of the West's bigger car programs, doesn't see the steel strike as posing any real danger to either its building or repair work. Biggest item on the list—repairs to 2,500 box cars—has been completed, and since mid-July CB&Q has been phasing into a new-car program involving 1,450 units.

Shippers Invited to Track Show

Chicago-area shippers are being invited to see portions of the track exhibit at the forthcoming Coordinated Mechanical meetings scheduled to be held in Chicago Sept. 21-23.

The move to invite shippers to the exhibit area is new. It results from an arangement worked out by the Buffalo Brake Beam Co. The New York Central will spot one of its new 70-ton Flexi-Van piggyback cars, while Baltimore & Ohio will show a 50-ton box which has had more than three years' continuous service with disc brakes.

While the convention track exhibits, as well as those at the Hotel Sherman, are primarily for railroad officers attending the Chicago meetings, the NYC will have traffic representatives on hand to discuss its equipment with shippers and their representatives. Invitations to individual shippers are being handled by the railroad.

Buffalo Brake Beam is furnishing the exhibit track space, and equipment on the two freight cars will include Buffalo's Single Disc Brake-X.

According to the participating companies, the move to invite shippers is good public relations because it will increase their understanding of how railroads and their suppliers are making continuous improvements in railroad equipment and operation.

A Case Study of Rate 'Freedom'

"Recent actions of the Interstate Commerce Commission leave the railroads in considerable doubt as to just how much freedom to compete they will get from changes made in the Interstate Commerce Act [in 1958].

"A recent example will illustrate my point.

"About a year ago, four western railroads put into effect an 'incentive' rate covering the movement of trainload lots of soybean oil. Now, these four roads face the unhappy possibility of losing the substantial volume of traffic the 'incentive' rate attracted.

"An ICC examiner has recommended that to protect some motor carrier rates, the Commission should cancel the 'incentive' rate put into effect by the railroads a year ago. This was a multiple-car rate of 28 cents per hundred pounds on 40-car lots of soybean oil moving by rail between Cedar Rapids or Clinton, Iowa, and Hammond, Ind.

"The ICC officer admitted that the 28-cent rail rate was shown to be compensatory, but proposed that a higher rate—35 cents a hundred—be substituted, despite railroad warnings that the shippers had said if the higher rate were adopted they would start operating their own fleet of tank trucks.

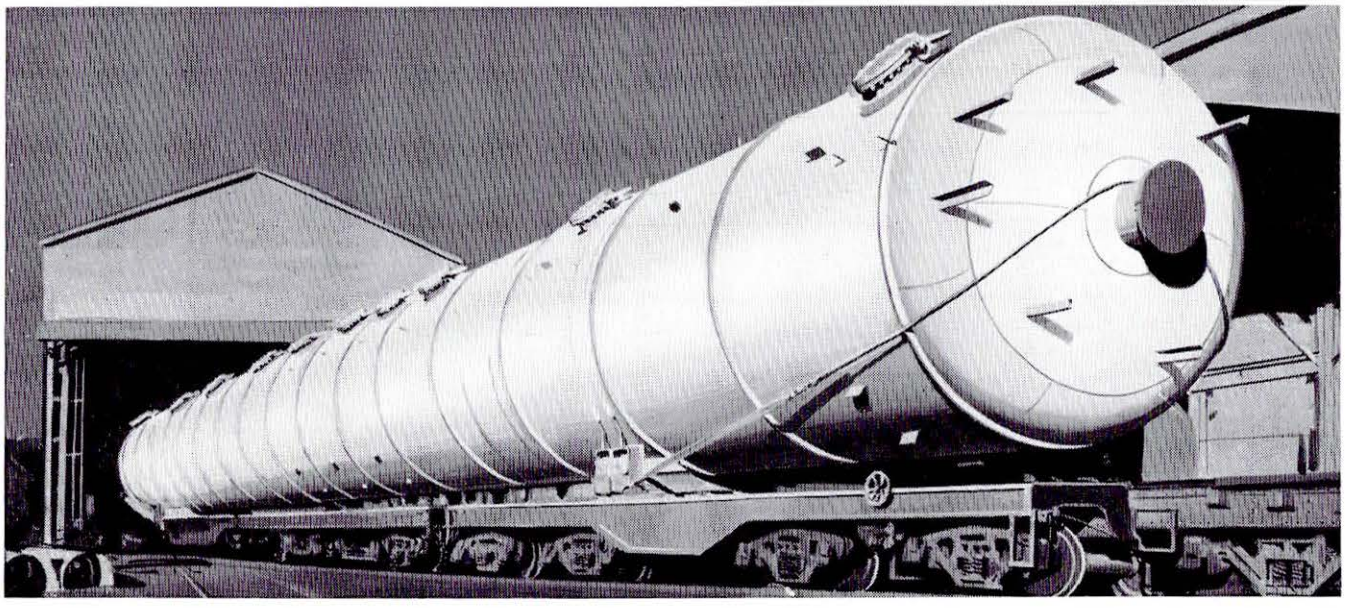
"The Commission examiner said the 28-cent rate would adversely affect the level of motor common carrier rates from and to other points, and would precipitate other rate reductions.

"Here we have a clear-cut case of an attempt to force the railroads to put a rate into effect which would attract no business, for no other reason than to protect the interests of the railroads' competitors."

—Clair M. Roddewig, president of the Association of Western Railways, addressing the American Institute of Cooperation at the University of Illinois, Aug. 12.

LONG ON SCENERY

You get a long, tall look at spectacular Western scenery when you cross the Sierra or head Northwest on a famous S. P. streamliner. Whatever your S. P. destination (New Orleans, Chicago, St. Louis, Los Angeles, San Francisco, Portland), your train ride is *all vacation* —sightseeing, carefree relaxation, fine food and refreshments, attentive service, good company and a good time.



LONG ON FREIGHT

Recently the longest one-piece freight load that ever rode a U. S. train was moved by S. P. from Texas to Louisiana. It was a rigid steel oil-refinery tank 208½ feet long. It required six flatcars and *very* careful handling. Delivery was "as scheduled"—thanks to S. P. planning, preparedness and skill in meeting shippers' needs.

TRAVEL TIP FOR SEPTEMBER

Plan now to attend Oregon's Centennial Celebration and International Trade Fair, Portland, through September 17, 1959. Best way to go: S. P.'s Shasta Daylight *or overnight* Cascade *from San Francisco.*

Southern Pacific

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TRAINS • TRUCKS • PIGGYBACK • PIPELINES

NOW, ALL TOGETHER...IN HARMONY

Just a reminder to tell you how much all of us on the Coast Line appreciate your patronage. And because we do, we hope to make you as happy as we are — by working to give you the most efficient, most complete freight services available anywhere.

Whatever you ship, whenever you ship — into, within or out of the Southeast Coastal 6 — you can depend on Coast Line.

Serving the Coastal 6

ATLANTIC
COAST LINE
RAILROAD

MARKET OUTLOOK *at a glance*

Carloadings Drop 0.2% Below Previous Week's

Loadings of revenue freight in the week ended Aug. 22 totaled 542,561 cars, the Association of American Railroads announced on Aug. 27. This was a decrease of 1,283 cars, or 0.2%, compared with the previous week; a decrease of 91,670 cars, or 14.5%, compared with the corresponding week last year; and a decrease of 216,679 cars, or 28.5%, compared with the equivalent 1957 week.

Loadings of revenue freight for the week ended Aug. 15 totaled 543,844 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, Aug. 15

District	1959	1958	1957
Eastern	76,818	89,790	113,292
Allegheny	76,653	105,128	144,848
Pocahontas	46,775	51,895	67,276
Southern	112,973	109,201	121,023
Northwestern	67,571	104,034	129,191
Central Western	111,497	117,629	122,487
Southwestern	51,557	48,637	52,523
Total Western Districts	230,625	270,300	304,201
Total All Roads	543,844	626,314	750,640
Commodities:			
Grain and grain products	53,044	62,129	56,152
Livestock	4,663	4,546	6,139
Coal	98,751	112,120	134,925
Coke	2,946	6,069	11,023
Forest Products	41,965	39,340	41,413
Ore	9,893	56,633	90,535
Merchandise l.c.l.	41,232	46,656	54,881
Miscellaneous	291,350	298,821	355,572
August 15	543,844	626,314	750,640
August 8	532,304	619,204	740,471
August 1	544,464	622,678	740,708
July 25	536,430	608,065	736,407
July 18	585,070	582,244	743,359
Cumulative total, 33 weeks	20,023,375	18,314,532	22,779,914

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended Aug. 15 totaled 7,755 cars, compared with 5,292 for the corresponding 1958 week. Loadings for 1959 up to Aug. 15 totaled 254,462 cars, with 159,997 for the corresponding period of 1958.

IN CANADA—Carloadings for the seven-day period ended Aug. 14 totaled 79,501 cars, compared with 75,500 cars for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
Aug. 14, 1959	79,501	24,194
Aug. 14, 1958	75,299	24,835
Cumulative Totals:		
Aug. 14, 1959	2,340,277	878,602
Aug. 14, 1958	2,308,346	885,929

New Equipment

FREIGHT-TRAIN CARS

► *Wabash.*—Has released details of 100 70-ton covered hopper cars ordered from Greenville Steel Car (RA, July 20, p. 51) and 400 50½-ft, 50-ton box cars ordered from its own shops (RA, April 13, p. 39) at a total estimated cost of $5,818,134. The hopper cars will be of welded all steel construction and will be equipped with Timken roller bearings. Fifty of the box cars will have 8-ft single doors, and will be equipped with roller bearings and compartmentizers; 200 will have 15-ft double doors, and will be equipped with sleeve bearings; 100 will have 15-ft double doors and will be equipped with roller bearings and adjustable belt rails and door posts; 50 will have 15-ft double doors, and will be equipped with roller bearings and fixed rails and adjustable door posts.

LOCOMOTIVES

► *United Arab Republic.*—Will purchase 58 diesel locomotives from General Motors Overseas Corp. with the proceeds of a $12,000,000 loan from the Export-Import Bank. The units will be built by Electro-Motive Division at LaGrange, Ill. Acquisition of the locomotives will complete a railway modernization program started in Egypt and Syria after World War II.

New Facilities

► *Louisville & Nashville.*—Will increase capacity of yard and terminal facilities at Alabama City, Ala., by 250 cars at a cost of almost $350,000.

► *Wisconsin Central.*—Will install CTC over 58 miles of line between Waukesha and Fond du Lac, Wis., at a cost of approximately $326,500. Signal equipment is being furnished by General Railway Signal. Installation will be completed by next spring. The CTC console will be located at the dispatcher's office at Stevens Point, Wis., about 100 miles west of the western end of the project. All passing tracks will be equipped with a power switch at one end, a spring switch at the other end. All other main line switches will be equipped with electric locks.

Maintenance Expenditures

► *Six Months Expenditures Up 12%.*—Expenditures by Class I roads for maintenance of equipment, way and structures were up about $83.9 million for the first six months of 1959, compared with the first half of 1958, according to ICC Bureau of Transport Economics and Statistics report summarized below:

	6 Months '59	6 Months '58	% Change
Maintenance of Way & Structures	$ 630,075,422	$ 603,181,565	+ 4.5
Maintenance of Equipment	916,517,800	859,482,564	+ 6.6
Totals	1,546,593,222	1,462,664,129	+ 5.7
	June '59	June '58	% Change
Maintenance of Way & Structures	$ 116,520,911	$ 104,778,249	+11.2
Maintenance of Equipment	157,403,036	139,870,016	+12.5
Totals	273,923,947	244,648,265	+12.0

Hotbox-Record Comparison Unfair?

To the Editor:

On page 41 of the July 20, 1959, issue of Railway Age the article "Journal-Box Debate Continues" includes a digest of the remarks I made at the AAR Mechanical Division Meeting June 24, 1959, as well as a summary of Mr. A. J. Schulte's remarks which were made in answer to my discussion.

I am very sorry that Mr. Schulte in "defending" the AAR lubricator program found it necessary to openly compare the hotbox record of the GM&O with that of the N&W. Mr. Schulte, as Chairman of the Committee on Lubrication of Cars and Locomotives, should be one of the first to know that AAR freight car hotbox data are *not* to be used in any manner to compare one railroad with another. AAR has made this clear on numerous occasions.

AAR hotbox data are valuable when used to determine the decline or improvement in journal box performance of any one individual railroad or on all railroads taken as a group. Much good information can be obtained by use of these data in determining seasonal effects.

However, since Mr. Schulte chose to defend lubricator performance by this method, it is only fair that additional data be considered before making any analysis of the hotbox records he quoted.

We quote from Item No. 5 of Mr. Schulte's remarks: "In comparison with N&W, the GM&O showed a very poor hotbox record, with a typical month's figure of 2,117,356 to 122,516 miles per hotbox, respectively. (Latest figures released June 26, 1959 showed for April, 1959 that the records were: N&W 1,270,092; GM&O 105,390 miles per hotbox. N&W had 85.5% of its car fleet equipped with pads as of May 1, 1959)."

The above April, 1959, figures indicate the N&W performance to be 12 to 1 better than the GM&O. According to Mr. Schulte's inferences this is the result of the high percentage of lubricator equipped cars on the N&W, as compared to the few lubricator equipped cars on the GM&O.

Let us compare N&W's and GM&O's hotbox records for April, 1959, with the April, 1954, hotbox records when both railroads had no lubricator-equipped cars. In April, 1954, with no lubricators the miles per hotbox were: N&W, 2,342,674; GM&O, 190,676. In April, 1959, with 85.5 per cent of N&W cars and 10 per cent of GM&O cars equipped with lubricators the miles per hotbox were: N&W, 1,270,292; GM&O, 105,390. In both cases the ratio of better performance for the N&W was 12 to 1.

This clearly indicates that the equipping of a high percentage of N&W cars with lubricators is in no way responsible for the present superior performance on the N&W as compared to the GM&O. The same superior performance existed five years ago when lubricators were not involved.

The April, 1954, N&W record of 2,342,674 miles per hotbox with all waste-packed cars is also significant in that it is considerably better than the 1,270,292 miles for April, 1959 when 85.5% of N&W cars were equipped with lubricators.

The figures for the month of April were used since this month was used in Railway Age. April, 1954, was selected since this was the last April that N&W cars had all waste-packed journal boxes. The same comparison on the N&W can be made using the average for entire year of 1954 of 2,134,218 miles per hotbox when no lubricators were involved as compared to 1,488,056 miles for 1958 when a high percentage of N&W cars were lubricator equipped.

This indicates that N&W is having poorer performance with lubricators than they had with waste although figures compiled by N&W show lubricator-equipped cars are now having a 3 to 1 better performance than waste-packed cars (RA, June 22, p. 33).

Similar figures could be quoted for numerous railroads which fail to show improvement in hotbox performance after a considerable number of lubricators have been applied to their cars. It is quite evident that the hotbox performance is being more affected by other factors than the difference in performance between waste and lubricating devices.

It is true that quite a few railroads have their own records of hotbox performance divided between their lubricator-equipped and waste-equipped cars. In many instances these records show from 3 to 1 to 6 to 1 better performance for the lubricator-equipped cars. We definitely do not believe and do not intend to infer that any railroad would intentionally falsify their reports. However, since a large percentage of cars are operating in interchange we wonder if the methods of recording hotboxes on cars equipped with lubricators are adequate enough to obtain a record of all hotbox set-outs on cars equipped with lubricators especially when many failures occur on foreign lines. We believe that all railroads attempting to evaluate a comparison between lubricator-equipped and waste-equipped cars should take a close look at their method of assembling these figures before they are accepted as a true indication of the comparative performance between the two types of cars.

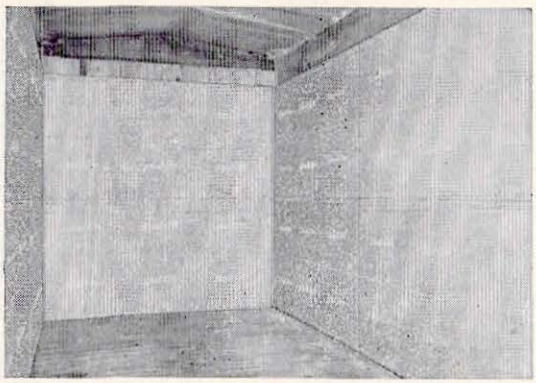
It appears that in several instances I have been considered as arbitrarily "against lubricators." This is not true. I will again state my honest opinion in regard to the AAR program for the mandatory application of journal box lubricating devices.

I do not agree that it is practical or economical to have a mandatory order for the application of any device to a railroad freight car until it has full AAR approval especially when the device costs many times more than the former standard item. To date, we do not have a fully AAR approved lubricating device. Mandatory application of such devices causes many railroads to invest large sums of money in equipment that has not been thoroughly proven in the field, many of which have been or will be found sadly inadequate after extended field service. This is substantiated by the high percentage of lubricators from which AAR Conditional Approval and Test Approval has been withdrawn. With the engineering personnel that we have in the railroad and railway supply industries we no doubt will at some later date have lubricating devices that will be of more sound design and give acceptable performance. Until lubricating devices have been developed to this point it should be considered as a test device with application to be made by only those who desire to further the testing and feel that they can afford to participate in such testing.

Our major complaint of the entire AAR "lubricator" program is that we have attempted to move too rapidly. If mandatory application is not postponed indefinitely it will result in a large expenditure by the railroads for devices that have not proved satisfactory, practical or economical. This, in my opinion, is a waste of money.

C. M. House
General Supt. Motive Power & Car Equipment, GM&O

one hour ago this was a "BAD ORDER" car!



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Two panels of heavy corrugated board bonded to liner board and steel.

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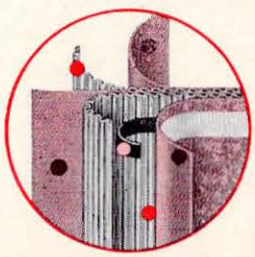
Three ¾" steel straps embedded in the heart of the panel run full length and width of the car.



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People in the News

ASSOCIATION OF AMERICAN RAILROADS.—Wayne Irwin, vice president and comptroller of the Pullman Company, Chicago, elected vice president in charge of the Finance, Accounting, Taxation and Valuation Department of the AAR, effective Oct. 1, succeeding **Arthur R. Seder,** who will retire.

ATLANTIC COAST LINE.—The offices of auditors of passenger and freight receipts have been consolidated and will hereafter be known as the office of auditor revenues. **J. S. Davis** is auditor revenues at Wilmington, N.C. Dining car accounts will be under the jurisdiction of **H. J. Gerdes,** auditor of disbursements.

BELT OF CHICAGO.—Robert K. Kolalis appointed general agent, Chicago.

BALTIMORE & OHIO.—H. G. Conner, general safety supervisor, Central region, Pittsburgh, Pa., transferred to the Eastern region, Baltimore, Md., succeeding **R. L. Ward,** retired. **D. L. Itzel,** safety supervisor, New York Terminal and Baltimore division at Baltimore, succeeds Mr. Conner at Pittsburgh.

George J. Bleul, designing engineer in office of engineer of bridges and buildings, appointed assistant engineer of buildings, Baltimore, succeeding **Otis G. Wilbur,** retired.

BURLINGTON.—C. J. Gaines, roadmaster, Beardstown (Ill.) division, appointed assistant engineer of track, Omaha, Neb., replacing **L. R. Hall,** promoted (RA, Aug. 17, p. 30).

CANADIAN PACIFIC.—L. R. Smith, former general superintendent, British Columbia district, Vancouver, appointed assistant to the president, Montreal, succeeding **D. M. George,** who retires Aug. 31. **E. P. Jolicoeur** named special assistant to president. **C. D. Edsforth,** general traffic manager, Montreal, appointed vice-president—traffic, succeeding **G. F. Buckingham,** who retires Aug. 31.

CENTRAL OF GEORGIA.—Walton L. Ector, superintendent, Columbus division, and **Herbert J. Bishop Jr.,** superintendent, Savannah division, have exchanged positions.

CHESAPEAKE & OHIO.—L. D. Smith appointed assistant engineer buildings, Detroit, Mich., succeeding **R. J. Black,** retired. **J. L. Strang, Jr.,** named auditor of accounts and **C. R. Campbell** appointed auditor of station accounts, Richmond, Va.

DETROIT, TOLEDO & IRONTON.—Albert B. Harris, superintendent motive power and equipment, Dearborn, Mich., retires Nov. 1, and his position abolished. Effective Aug. 1, **M. B. Crooks,** superintendent car department, will report directly to the vice president-operations. **D. H. Zenz** named general engine house foreman, Flat Rock, Mich., to replace **A. W. Godwin,** appointed superintendent locomotive department. **Otto L. Hoffman,** general foreman, Jackson Shop, Jackson, Ohio, advanced to superintendent, Jackson Shop.

ERIE.—Paul L. Green, assistant to superintendent of motive power, Cleveland, and **Victor J. Taylor,** electrical supervisor, Meadville, Pa., retire Sept. 1.

ILLINOIS CENTRAL.—David J. Hearne, assistant passenger traffic manager, Chicago, retires Aug. 31. Effective Sept. 1, **Bernard J. Grenrood,** passenger traffic manager, Chicago, and **Emmit L. Holmes,** general passenger agent, New Orleans, exchange positions. **Robert P. Smart** and **Edward W. Smith,** assistant general passenger agents, Chicago, appointed general passenger agents there, effective Sept. 1.

LEHIGH VALLEY.—John H. Schmid, division freight agent at Newark, appointed manager, piggyback sales, with headquarters in New York City, succeeding **Bernard J. Hayden,** deceased. **John P. Donohue,** assistant industrial agent, New York City, named division freight agent at Newark. **Philip S. Rogers,** commercial agent at New Haven, Conn., appointed assistant industrial agent.

James P. Manning appointed attorney at New York.

MILWAUKEE.—F. K. Brennan, general freight agent, Chicago Great Western, appointed assistant general freight agent, Milwaukee, Chicago.

MISSOURI-KANSAS-TEXAS.—Effective Sept. 1, **Frank J. Heiling,** vice president—industrial development, appointed vice president—sales and service, with headquarters at St. Louis and Dallas, to succeed **J. F. Hennessey,** retiring.

NEW HAVEN.—F. T. Dunn, Jr., appointed auditor of car service accounts, replacing **W. K. King,** who has been transferred to the Operating Department. **Frank R. Sewald** named district traffic agent in San Francisco. **Joseph F. Carroll** appointed fuel and foreign freight traffic manager with headquarters in Boston. **Michael T. McAuliffe,** general foreign freight agent, retired.

NEW YORK CENTRAL.—Robert Brown, general chairman of the Brotherhood of Locomotive Firemen & Enginemen on the Central's Western District, appointed assistant director, labor relations.

W. W. Kerr appointed assistant division engineer, Western division, Chicago, succeeding **C. L. Nolan,** who retired Aug. 1.

RAILWAY EXPRESS AGENCY.—Alfred L. Hammell, chairman of the board and former president, retires Aug. 31, after 50 years of service. A photograph of Mr. Hammell was published in RA, March 9, p. 10.

J. R. Sowell, Jr., appointed superintendent, Alabama-Georgia division, Atlanta, Ga., succeeding **O. W. Harding,** who retires Aug. 31.

Supply Trade

ALCO Products, Inc., has relocated its Pittsburgh district office at 875 Greentree Road, Pittsburgh 20, Pa. The office formerly was at Greentree and Cochran Roads.

American Hoist & Derrick Co. of St. Paul, Minn., has acquired the firm of Hetherington & Berner, Indianapolis, Ind. **Donald R. Berner** has been named general manager of the new subsidiary.

Donn Fraser has been appointed field representative in Canada for the **Arcair Co.,** Eastern division, Lancaster, Ohio.

John W. Hutchinson, Jr., resident sales engineer, **Exide Industrial Division, Electric Storage Battery Co.,** Springfield, Mass., has been named motive power market supervisor at Philadelphia.

Robert L. Oswald has been appointed sales engineer in the Pittsburgh district office of **Union Switch & Signal—Division of Westinghouse Air Brake Co.**

Industrial Traffic

William E. Lowe, supervisor of traffic, **Pittsburgh Coke & Chemical Co.,** has been promoted to assistant traffic manager, with responsibility for the company's transportation services.

George W. Carr has been appointed traffic manager, Federated Metals Division, **American Smelting & Refining Co., New York. Russell Van Howling,** rate analyst, New York, succeeds Mr. Carr as Central district traffic manager, at Whiting, Ind.

John W. Bahl, assistant traffic manager, **True Temper Corp.,** Cleveland, has been appointed traffic manager, succeeding **Rudy Jicha,** retired.

William L. Starr, traffic manager, Lamp Division, **General Electric Co.,** has been elected chairman, Board of Governors, Traffic Club of Cleveland.

OBITUARY

Paul R. Turner, 65, who retired March 31 as director of sales, **Electro-Motive Division** of **General Motors Corp.,** died Aug. 24 in Billings Hospital, Chicago. Mr. Turner became president of the Trailer Train Co. on April 1.

Charles H. Morse, 86, retired board chairman of **Fairbanks Morse & Co.,** died Aug. 24 in his home at Lake Forest, Ill.

Harry E. Hinshaw, 71, retired general manager, **Burlington,** died recently at Dallas, Tex.

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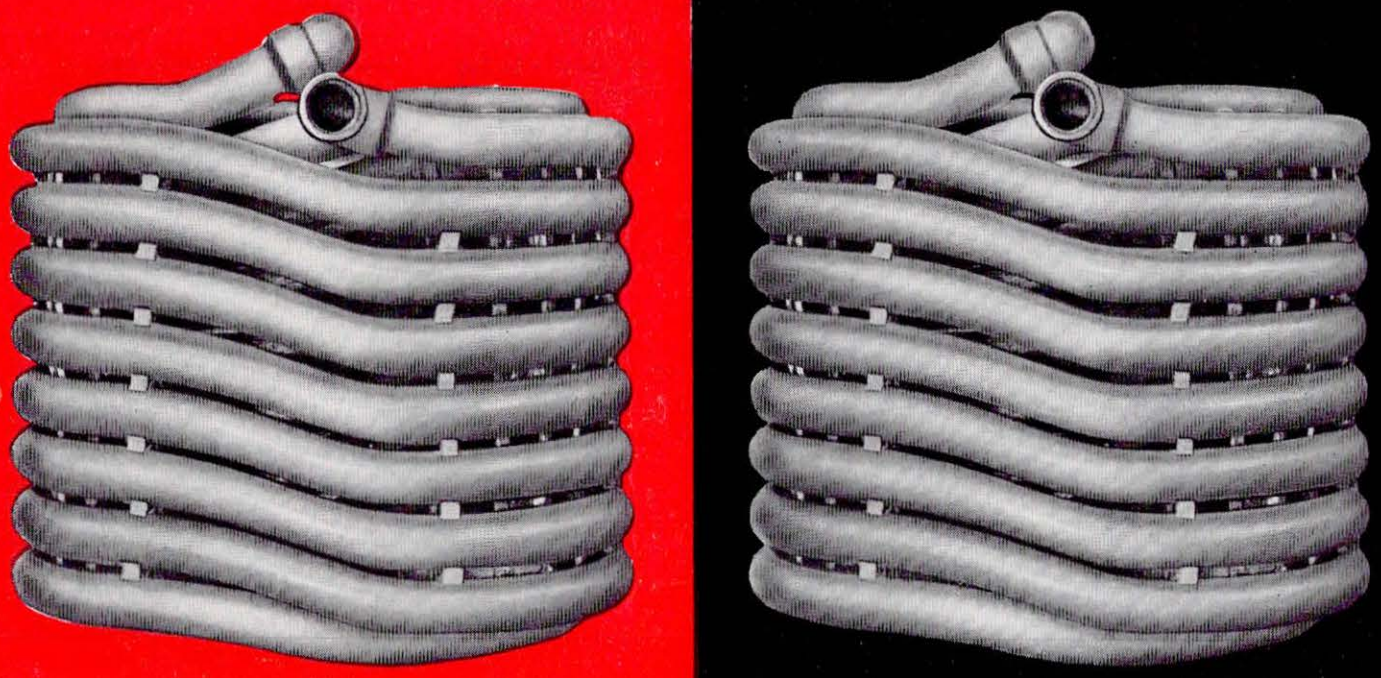

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SECOND, because the inner circumference of Turbo-Tube is not plain but *spirally rifled* to swirl the flow of water and vapor into a same-temperature, uniform mixture. Water that otherwise would collect at bottom of tube is lifted to "wipe" the side walls for more effective heat absorption that reduces wall temperatures by as much as 400°F. This prevents harmful expansion-contraction that jeopardizes tube life.

When you buy Vapor Steam Generators, you know the hidden parts are designed and made to deliver outstanding performance, and that's true for Turbo-Tube, too. The higher efficiency and longer coil life cut costs, save time . . . stop waste!

In conventional smooth-bore tube, water and steam separate. Temperature at bottom of tube is much cooler than at top.

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You Ought To Know...

Palletized pulpwood shipments may be the next step in the process of getting pulpwood from forest to mill. Canadian National's Research and Development staff has come up with a new design of pulpwood car that will handle pallets brought out of the woods on trucks built for the purpose. A prototype car, in test since early spring, indicates that the method will eliminate at least one expensive reloading operation.

Southern Pacific stockholders will meet Oct. 15 to vote on a proposal to triple the number of authorized shares and to split outstanding stock on a 3-for-1 basis. SP expects to make the split effective during October, if the proposal is approved by the stockholders and the ICC.

LIRR wants to drop LCL service at 74 stations in Nassau and Suffolk Counties, New York. The proposal—which Long Island says would cut its package freight deficit by $175,000 a year—went to the New York Public Service Commission after the PSC and the ICC turned down the road's plan for slapping a $2 surcharge on all LCL shipments (RA, Aug. 24, p. 32).

Revenue freight carried by Canadian railways dropped from 172,343,000 tons in 1957 to 152,051,000 in 1958. The decline cut across all major classes of traffic—Canadian domestic loadings; receipts from U.S. rail connections; and transit tonnage (U.S. to U.S. across Canada). Increase in wheat tonnage moved it from third place in '57 to first in '58. Sharp drop in ore movement, and smaller decline in coal, dropped those commodities from first and second spots, respectively, in '57, to second and third last year.

Reincarnation of part of a railroad abandoned 46 years ago is the goal of a New Jersey salesman who has acquired three miles of right-of-way of the former Rockaway Valley Railroad. With the help of six sons and material salvaged from another defunct line, the NYO&W, rail buff W. R. Whitehead hopes eventually to lay three miles of track, acquire a steam locomotive, and operate a full scale hobby road.

The Pacific Coast Shippers Advisory Board has recognized the growth and potential of piggyback with formation of a separate TOFC committee. A. K. Penttila, traffic manager of Sherwin Williams Company at Oakland, Calif., and chairman of the new group, calls piggyback "by far the most important advance in railroading . . . since the advent of the diesel." First report of the committee is scheduled for the board's Sept. 10-11 meeting.

Seaboard Air Line expects to complete the laying of its first section of welded rail this week. The 115-lb ribbon rail is being laid in a section about 13 miles long extending eastward from the vicinity of Emory University, Ga. The rail was welded in Savannah, Ga., using the oxyacetylene process.

Bigger payloads per truck are in prospect in 10 states which have authorized longer truck-trailer combinations, according to Commerce Clearing House. California, Oregon and Washington increased maximum truck-trailer lengths from 60 ft to 65 ft; Nebraska and North Dakota, from 50 ft to 60 ft; Connecticut, Massachusetts, New Hampshire and Tennessee, from 45 ft to 50 ft; Georgia, from 48 ft to 50 ft.

PRR asked the ICC last week to override a State PUC decision requiring continuance of the road's "Susquehannocks" between Williamsport, Pa., and Harrisburg, 93 miles. The road says it's losing $60,000 a year out-of-pocket on the trains, which carry an average of 13 revenue passengers eastbound and 23 westbound.

Authority to buy the physical properties of the 65-mile-long Detroit, Hillsdale & Southwestern has been asked of the ICC by the Michigan Central, a New York Central subsidiary. The MC has operated the Hillsdale line under lease for 78 years, would now deliver $1,400,000 of NYC 4% consolidation mortgage gold bonds due in 1998 in exchange for it.

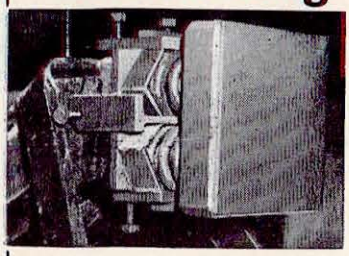
A new color combination is being painted on New Haven locomotives. The former black, orange, and white paint scheme is being changed to a simpler design of orange and black exclusively. Sides of the locomotives will be painted orange to improve visibility; the upper portions will be black for easier application and maintenance. The same color scheme will be used later on passenger coaches.

Great Northern and Northern Pacific will resume honoring coach tickets in sleeping cars on the "Western Star" (GN) and the "Mainstreeter" (NP) effective Oct. 1. Both roads experimented with the reduced fare last winter and spring.

Guaranteed loans for the purchase of jet cargo planes will be the subject of "informal" CAB hearings scheduled to begin in Washington this week. The CAB, says Chairman James R. Durfee, "believes there is no doubt that the failure to realize the airlines' cargo potential is attributable in large part to the lack of modern, specialized aircraft designed to carry cargo profitably at low rates."

Electro-Motive Division of General Motors will receive the George R. Henderson Medal from the Franklin Institute in recognition of EMD's work in developing and mass producing the diesel-electric locomotive. C. R. Osborn, GM vice president and group executive of the general engine divisions, will accept the award at formal ceremonies Oct. 21. The citation to GM: "For the conception and demonstration of the feasibility of utilizing diesel-electric locomotives on a wide scale in this country and for the design, development, standardization, producing and servicing of these locomotives."

Absorbs shock without disturbing the track



Hayco Shock-free Head with patented inner design builds gentler car handling, longer life into your rigid bumping posts.

Five years of in-track performance highlight these facts about the Hayco Shock-free Head: (1) It effectively dampens impact shock—prolongs bumping post life. (2) It gives the draft gears a better chance to function—minimizes damage to cars and lading. (3) It substitutes compressibility for rigidity—tends to keep cars from bouncing, to prevent derailments.

The Hayco Head (applied with a wrench) fits nearly all bumping posts now used. It saves you money every time it is hit. Ask for Cir 115.

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1 Used 80 ton G.E.
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POSITION WANTED

Experience—13 years in railroad industry, including 3 years as Superintendent of Transportation (2 years Supt. of Transportation Motive Power and Equipment) Age 41, good education, college and special courses. Railroad experience with Terminal switching line located in large Midwest city also with interstate carrier. Desire position with railroad or allied industry. Box 896, RAILWAY AGE, 30 Church Street, New York 7, N. Y.

WANTED

Boiler manufacturer requires used or re-conditioned Pinch Type Plate Bending Rolls.

Capacity: Min. ¾"x12' to 16'
Max. 1"x12' to 16'
Max. Diameter of Rolls 18"

Electrical Equipment: AC — 3 Phase, 550 Volt, 60 Cycle. (Will accept without any electrical equipment). State price, age, condition and manufacturer in reply. Pyramid type rolls not acceptable. Box 895, RAILWAY AGE, 30 Church Street, New York 7, N. Y.

TROPICAIRE Coldmobile

ENGINE CHART

	MODEL 69G5A	MODELS 91G5A 91G8A	MODELS 129D5A 129D8A
Fuel	Gasoline or LP	Gasoline or LP	Diesel #2
Make & Model	Continental N-62	Continental Y-91	Continental ZD-129
No. Cylinders	4	4	4
Coolant	Liquid	Liquid	Liquid
Bare Engine HP	13.7 @ 1800 RPM	22.8 @ 1800 RPM	31.3 @ 1800 RPM
Piston Displacement	62 cu. in.	91 cu. in.	129 cu. in.
Bore & Stroke	2⅜", 3½"	2⅞", 3½"	3¼", 3⅞"
Oil Capacity	4 qt.	5 qt.	9 qt.
Radiator Capacity	10 qt.	10 qt.	16 qt.
Nominal Refrigeration Capacity	5 tons	91G5A—5 tons 91G8A—8 tons	129D5A—5 tons 129D8A—8 tons
Mounting	Nose Underslung Internal*	Underslung Internal*	Underslung Internal*

*Internal mounting requires special trailer modifications.

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We are convinced that no other manufacturer of piggyback trailer refrigeration equipment can provide power plants equal to those offered as standard with TropicAire-Coldmobile units. Continental engines are *all American* designed and built, and are known throughout the world for their dependability, low operating costs and ease of service. Write, wire or call for detailed information.

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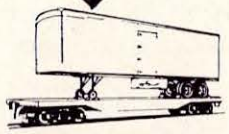
AIR CONDITIONING



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McGraw-Edison Company
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McGRAW EDISON

'Featherbedding' in Management?

Some of the railway labor leaders have accused railway managements of the reprehensible practice of "featherbedding" (RA, Feb. 23, p. 10). To substantiate this charge they cite figures to show a much greater decline in total railroad employment than in employment of railway executives and other officers.

The fact is that railroads have a smaller percentage of officers—in relation to total employment—than any other large industry in the country. Some industries may be suspected of having too many chiefs and too few Indians, but not the railroads. Indeed, just the other day, a well-known management consultant gave us his opinion that the railroads ought to increase substantially the size of their management team. More staff officers, especially, he said, are needed.

The trend in all major industries appears to be toward an increase in management numbers in relation to the total working force. In a recent issue of "Business Horizons" magazine (published by the School of Business, University of Indiana) increases in the ratio of management's numbers to total employment are cited. In a petroleum company the ratio rose from 17% to 22% from 1948 to 1955. An industrial chemical company's ratio went up from 16% to 21%. In a food processing firm the percentage climbed from 5% to 7%—in a textile company from 9% to 14%.

Now, compared to these "outside" companies, what about the railroads? Well, in 1929, the railroads employed 16,995 "executives, officials and staff assistants"—just a hair more than 1% of their total employment. In 1958, the number of top management personnel had declined to 15,463. This was less of a reduction than that in total employment, so the ratio of officers to total employees rose to 1.8%. But this is still a much smaller ratio than that existing in any other big industry.

Railroads are, decidedly, not top-heavy. As management techniques become more complex—with the introduction of electronic and other automatic systems—the load on management rises disproportionately. In a period of rapid change, staff officers are urgently needed to keep management abreast of developments affecting the welfare of the business. Railroad management is not featherbedded. The railroads would probably do better if they had the means to employ more nearly a "full crew" at the management level than they now have.

What About Private Transportation?

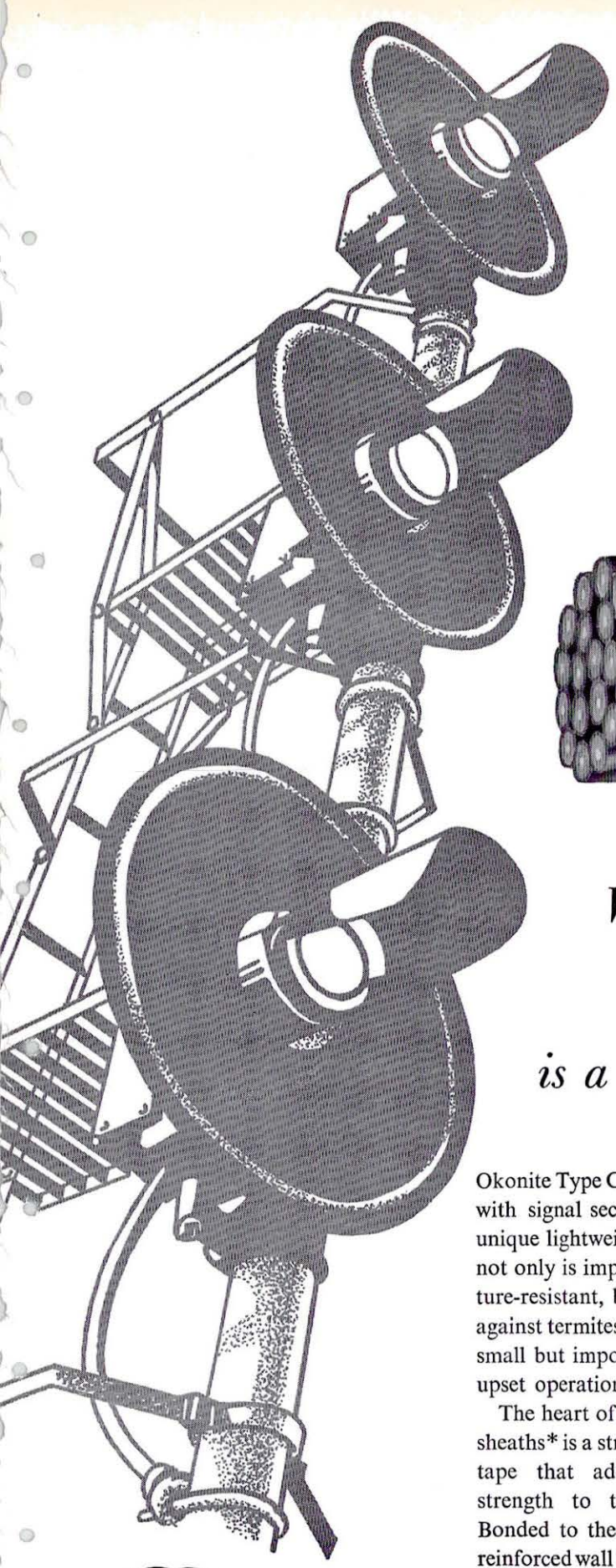
There's no doubt whatever that private transportation—by truck or barge—is growing faster than any other part of the transportation business; and that prolonged continuance of this trend will be to everybody's disadvantage, including that of the private carriers themselves. There are mighty few concerns that could provide for their *total* transportation requirements as economically as the service can be obtained from common carriers. Those who divert traffic from common carriers, especially the railroads, are inviting higher average unit costs and poorer service, in the long run.

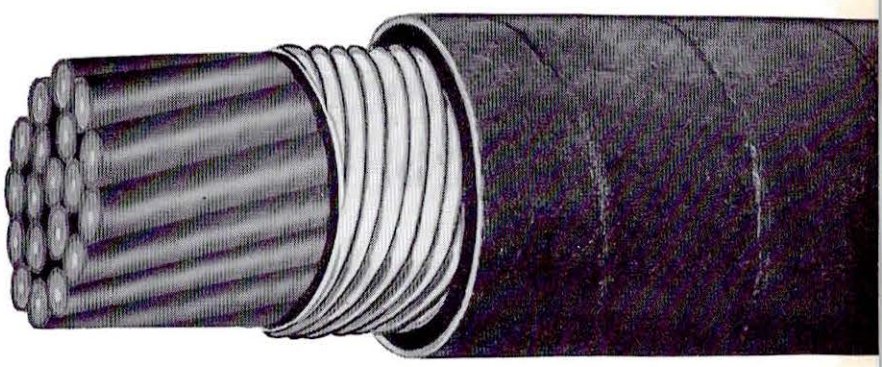
Where are the statesmen in the transportation industry—that a retrogressive development like this can be going on, with so little being done to correct it? Where should the leadership come from—to deal constructively with such a situation?

Nobody is going to favor putting any kind of restraint on private barges or trucks, merely because such action would benefit the railroads and other regulated carriers. Corrective action, therefore, is not likely to come unless leading shippers, themselves, develop the foresight to call for a change. But shippers aren't going to be fully awakened to the damage the present trend will do to the service and economy they expect from common carriers—unless these carriers (especially the railroads) dig out the evidence and make it widely known. Every railroad has the figures to demonstrate how much better, and cheaper, a job it can do with improved volume.

Top railroad traffic people and top industrial traffic people—in every industry where private transportation is, or threatens to become, a serious factor—ought to be getting together. Their goal should be to improve common carrier performance to the point where private transportation (beyond a modest and justifiable sphere) will no longer afford its present temptation.

When railroads, by public apathy, are allowed to drift into government ownership, the private transportation problem can be quickly and easily solved, and it usually is.





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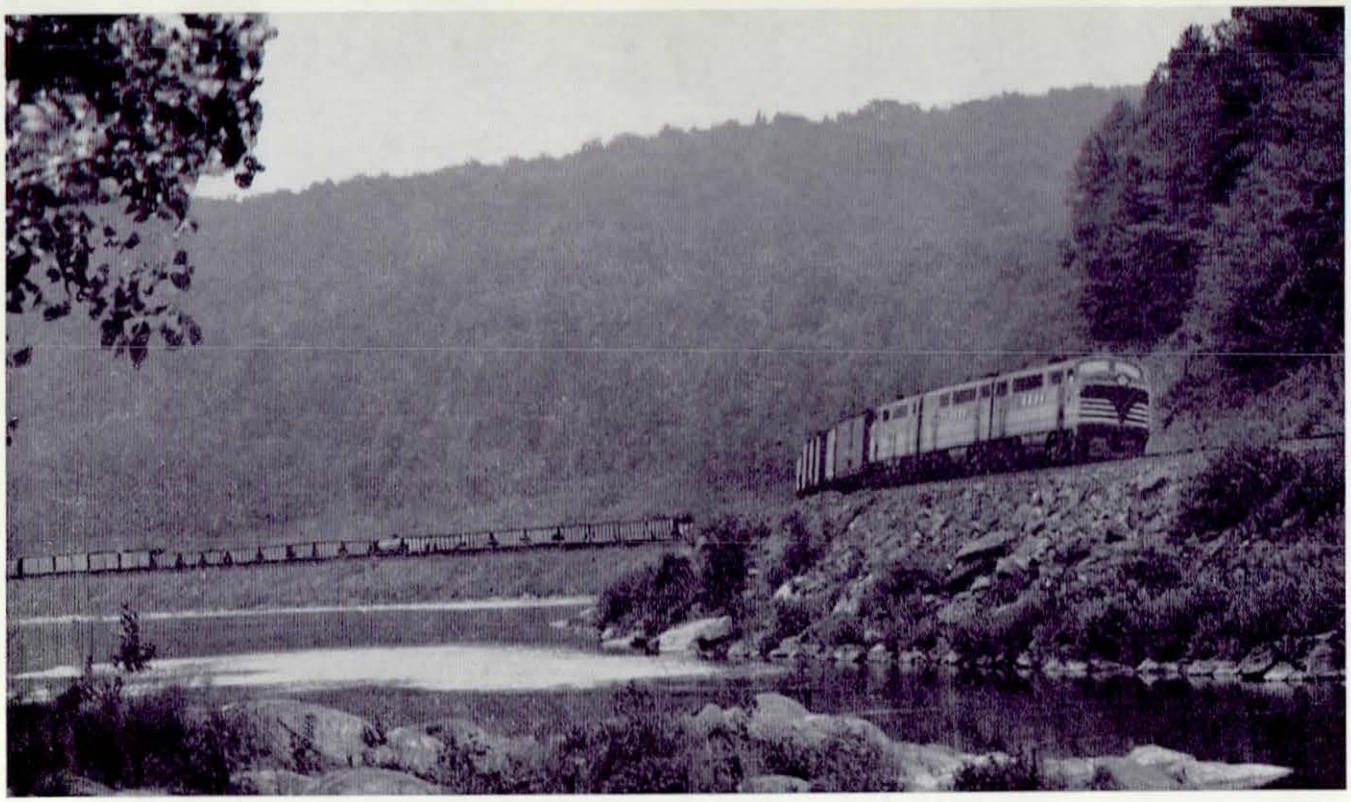

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